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Issue No 74

Available from Wednesday,  
September 8, 2010

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# GOLDEN BRACELETS FOUND IN DIRT PILE

## WHAT'S ON & WATCH

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**SMUGGLERS:** The legendary smuggler The Scarecrow, alias Dr Syn. 'Search Dr Syn'

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ISSN 2040560-X



KCC principal archaeological officer Simon Mason with the pair of Bronze Age gold bracelets, dating from about 700BC – he found them on a pile of earth at the East Kent Access site north of Sandwich

■ BY NICK AMES

TWO gold bracelets have been unearthed after being left unseen for some 2,700 years.

They are among 10,000 finds discovered by volunteers and experts on the East Kent Access site to the north of Sandwich on Ramsgate Road – the biggest archaeological excavation in the country this year.

The dig has revealed a huge amount about how people were living from earliest times.

The remains of prehistoric burial monuments, Iron Age enclosures and a village that would have watched the Roman invasion, Saxon cemeteries, tracks and the remains of a shellfish-processing site are among the remarkable discoveries to have been made by the archaeologists.

The late Bronze Age bracelets, which date from about 700 BC – were lying on top of a pile of earth dug from a trench. Kent County Council principal archaeological officer Simon Mason found them on a site visit.

Mr Mason said: "It was incredible – a really exciting find. I couldn't believe it when I saw them. It's the first time I have found gold in 20 or 30 years as an archaeologist."

"They looked too good to be real. I picked them up and took them over to my colleagues and said 'What do you make of these?'.

"They were quite tarnished to start with. When we washed them and cleaned them we realised they were something special."

It is thought they were children's bracelets that may have been a worship offering, placed near to water. They were found together, one pushed inside the other.

CONTINUED ON PAGE 3



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Printed by Archant Print

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 media

# 'Community should run port'

DAME Vera Lynn says she would support a scheme for local residents to buy the Port of Dover if it were to be privatised.

Speaking to the BBC, the Forces sweetheart said it was an important landmark.

Dame Vera, 93, said: "I would support the campaign for the local people to manage it."

"It was such an important scene for the boys who were going away and when they came back."

Dover MP Charlie Elphicke, who was speaking on the BBC Breakfast programme about the privatisation plans, has welcomed the high-profile support for a "people's port".

Mr Elphicke said: "It was a good opportunity for people up and down the country to find out about what the people in Dover think about these plans.

"I'm encouraged the ferry compa-



**GIVING HER SUPPORT:**  
 Dame Vera Lynn has said she likes the idea of the Port of Dover being bought and managed by people from the community

nies support this plan. The trade unions tell me they like it as well and there is support from the people in Dover. It is a real shot in the arm having Dame Vera Lynn supporting the campaign."

A second public consultation on the privatisation of the port ended last week and a decision on whether the port should be sold is expected to be made by the Government in the autumn.

## DHB privatisation plans 'against the national interest', says leading union

A WAR of words has erupted between Dover Harbour Board and the Unite union over the potential privatisation of the port, writes **Mathew Beech**.

The trade union has accused DHB's proposal of being detrimental to the UK's transport and economic interests. The warning came as the consultation period on the privatisation of the port closed.

There are fears that a positive response could spark a quick-fire sale.

In a statement on the Unite website, the union claims it has the backing of the ferry operators, while two of the ferry companies are said to have sent official letters of complaint to the Department for Transport.

**Revolution**

On the website, the union says: "Despite the clear pressure on ferry companies at the port, the Port Authority wants a sale, claiming trust status limits its room to raise capital.

The proposed privatisation scheme would unleash the biggest revolution in the corporate structure of the highly-profitable publicly-owned port in more than 400 years, since James I provided the October 1606 charter under which the trust port now operates.

The latest published accounts (2008) show that profits of around £25 million were made on revenues of around £61 million."

The union also claims that removing the trust status would lead to failing labour standards, lower wages and training for young people in the local community being scrapped.

Julia Long, Unite national officer for the docks and ferries sector, said: "The proposed privatisation of Dover

is against the national interest. It is a disastrous idea and should proceed no further.

"The UK is an island nation. We need a first-class sea port like Dover to be in public hands.

"There is simply too much at stake to leave the running of this vital link to Europe in the hands of those who will milk this national treasure for profits at the expense of the travelling public and British commerce."

The DHB reacted by pointing out what it believes are flaws in Unison's argument.

In a counter-statement, DHB said Unison had "failed to grasp the rationale and driving force behind the Port of Dover's voluntary privatisation scheme".

DHB claims its proposal will be beneficial for both Dover and the UK by allowing new investment and improvements to be made to the port.

Without the removal of trust status, DHB claims that developments to cope with the forecasted increase in traffic over the next 30 years would not materialise, causing "unsustainable congestion and a wholly inefficient port".

**Opportunity**

The statement then points out that DHB's plan would create the Port of Dover Community Trust, which would have an initial £10 million to spend on boosting the area and aiding regeneration.

DHB added: "Unite's statement fails to recognise that the Port of Dover's scheme is a unique opportunity to expand the business, create jobs and prosperity, unite the port with its community and secure the long-term future of a key national asset that will need to expand and grow if it is to remain the jewel in the crown everyone wishes it to be."

## Join Battle of Britain celebration in church

THE first-ever Battle of Britain memorial service held by Dover Town Council will take place this weekend.

St Peter and St Paul Church in Minnis Lane, River, will be the venue for the anniversary of the Second World War air campaign on Sunday.

The Mayor of Dover, Susan Jones, announced details of the event, which will start at 3pm.

Music will be provided by the band of the 354 (Dover) Squadron Air Training Corps, while Emma Bearman will be singing 40s songs in the church after the ceremony.

Pop into the town council offices at Maison Dieu House; phone 01304 242625; or visit [www.dovertown.co.uk](http://www.dovertown.co.uk) for more details.

## Witnesses to petrol station blaze sought

A FIFTY-year-old man has been arrested on suspicion of arson after a fire at a Dover petrol station.

A small fire was lit on Saturday, August 28, at about 1am.

Staff at the petrol station in Limekiln Street were able to put out the blaze themselves, and nobody was injured.

The man was arrested on suspicion of starting the fire and has been released on bail until Sunday, October 10, pending enquiries.

Police would like to speak to the man who alerted station staff to the fire as he may have information that will help the investigation. Phone police on 01622 690690 and quote crime reference FY/13870/10.

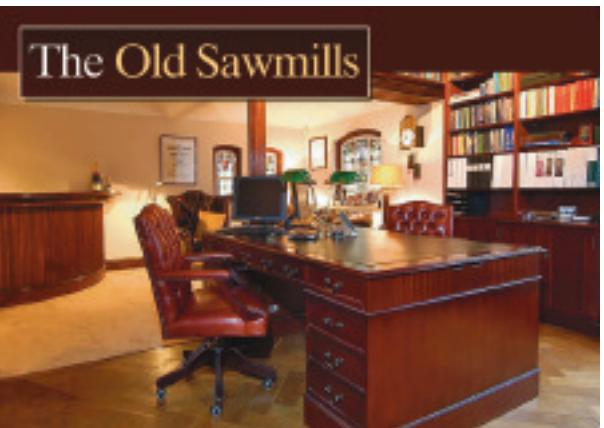
## Queen of the Channel's swim record smashed

A TWENTY-year British record for Channel swimming has been smashed.

Rebecca Lewis, 26, from Cumbria, completed the 21-mile crossing in eight hours and 35 minutes, knocking 13 minutes off the previous record set by Dover resident and Queen of the Channel, Alison Streeter.

The physiotherapist also came within a whisker of usurping the men's record, falling only one minute shy of the time.

After completing her third Channel swim, the Cumbrian swimmer has said she will return with the aim of beating the men's British record.



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# Cuts in schools funding 'will hit local economy'

## Axing building scheme 'likely to harm traders as well as pupils'

GOVERNMENT cutbacks will hit Deal and Sandwich schools badly, according to leading local Labour politicians.

As pupils return to school, Gordon Cowan, the Labour leader of the opposition on Dover District Council, slammed as "disgraceful" and "damaging" the decision by the coalition government to axe the Building Schools For The Future programme.

He said the scheme would have seen massive investment in the district's schools and young people.

It has been axed as part of the Conservative and Liberal Democrat administration's moves to save billions of pounds to combat the huge national debt.

Cllr Cowan said: "This disgraceful decision by the Conservative minister for education shows what the Con-Dem coalition is all about.

"It is about dogmatic, damaging cuts. Cuts which will affect front-line services directly. Cuts which will keep Dover district at the bottom of the educational league in Kent. Cuts which will put every child in the district at a disadvantage through their school career. Cuts

■ BY NICK AMES

which will harm the local businesses involved in designing, building and supplying local schools."

Building Schools For The Future was an initiative of the Labour government and would have seen a total of £1.8 billion invested in secondary schools throughout Kent.

The axing of the scheme is estimated to mean the loss of some £60 million of school-building investment in Dover district.

Mike Eddy, Labour's deputy leader in Dover, said: "Local teachers, governors and students have all put in hours and hours of work on preparing to get the district's schools rebuilt or refurbished.

"Overnight that work has been binned by the current government. This district has lost millions in investment, not just in school buildings for future generations but also for the local economy.

"And the Conservative and Lib-Dem majority on Dover District Council have slavishly kowtowed to their coalition bosses at Westminster by refusing to condemn an ill-thought-out act of savagery."



**STINGING CRITICISM:** Labour's deputy leader in Dover, Mike Eddy, has blasted 'an ill-thought-out act of savagery'

## Finds to shed new light on Kent's history

CONTINUED FROM FRONT PAGE

There is evidence of a Bronze Age settlement on the find site, and five hoards of bronze objects of a similar age to the bracelets have been found in the same area.

"Their real value to me as an archaeologist, though, is how they contribute to the story we are putting together from our excavations on the road.

"With all the thousands of everyday objects we have dug up, they are really helping to shed new light on the lives of prehistoric, Roman and Saxon people in Thanet," Mr Mason said.

The bracelets are being kept secure by Oxford Wessex Archaeology until they can be declared treasure by the North East Kent Coroner.

Dr Andrew Fitzpatrick said: "The gold bracelets are stunning. They are stand-out finds from a huge excavation.

"A wealth of information has been recovered by everyone who helped, but the work is not finished.

"Now we have to study the findings – which is a bit like doing a jigsaw. When we have put together all the tiny pieces, there will be a new picture of the history of Kent."

## Pfizer discovery likely to save lives and cash

A BREAKTHROUGH by scientists at pharmaceutical giant Pfizer could save thousands of lives – and be worth up to £6 billion a year.

The company's experimental blood-thinner apixaban beat its rivals in a race to find a way to prevent clots that cause strokes and deadly lung damage among vulnerable people.

The news is yet another boost for the Sandwich plant, which is the billion-dollar company's European base and carries out much groundbreaking research.

Patients who took the Pfizer drug were 54 per cent less likely to have a stroke or damaging clot than those who took aspirin in a study of 5,600 patients who cannot use the standard therapy warfarin, researchers at the European Society of Cardiology conference in Stockholm said.

The results leave "no competition for apixaban in the foreseeable future" for that group of patients, said analyst Dr Stuart Connolly, of the Population Health Research Institute.

"You can definitely conclude that apixaban is going to have a markedly improved safety profile compared to warfarin," said Dr Connolly.

"You can also anticipate that apixaban is going to be at least as good as



warfarin and probably better than warfarin in efficacy."

Pfizer is now in the market for pills to replace warfarin – a standard drug used in preventing clots – but one that does have side-effects.

Developed from rat poison 65 years ago, warfarin can cause fatal bleeding at high doses and leave patients vulnerable to clots if too little is given.

Up to now, aspirin has been the only alternative for irregular heart-beat patients for whom warfarin is too risky.

"This is a major advance for these patients," Dr Connolly said.

"The effects are really important to individuals, and they're going to be important to society."

## Gardens visitors' boost to charity

VISITORS to the award-winning Secret Gardens of Sandwich have helped raise more than £700 for charity this year.

There have already been two National Gardens Scheme open days at the gardens – which have been restored to their former glory at a cost of more than £2 million – and a third is scheduled to take place on Saturday, October 9.

Proceeds from the gate on all three days go to the National Gardens Scheme nursing and caring charities, which include Marie Curie Cancer Care and Macmillan Cancer Support.

The Secret Gardens of Sandwich have proved a popular attraction this year, with more than 25,000 visitors already, coming from all over Europe.

Millions of pounds have been ploughed into the gardens, which consist of borders, meadows and woodland.

## Vandalism fuels crime-stats hike

THE latest crime figures for Sandwich show a 21 per cent increase over the numbers for the corresponding time last year.

This is in part due to damage caused to allotments near the town's tennis courts, and these are now being monitored by police patrols.

KCC highways officials have also been in the town following reports that vehicles are parking close to the junction of St Barts Road and the entrance to Sandwich Industrial Estate.

Residents say this is causing problems for access.

Security at the estate is also being looked into, and police will produce a report for the town council later in the year.

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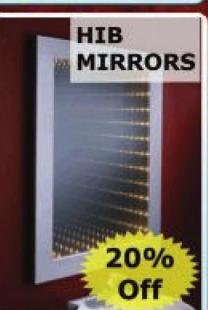
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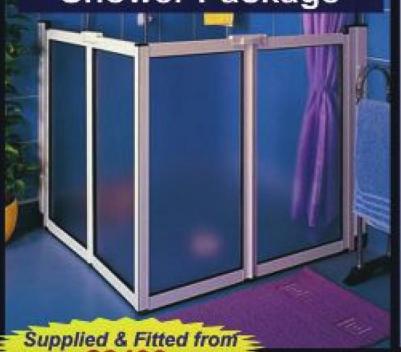
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**MAKING SAIL:** The SS Tenacious sailed to Dover on its way to France as part of a Jubilee Sailing Trust voyage

# Tenacious all shipshape for French frolics

WALKERS along the shore were treated to the sight of a majestic vessel plying its way past Sandwich Bay and Deal and on to Dover.

SS Tenacious was on its way to Boulogne in France and then Portsmouth.

The vessel was the largest wooden tall ship in the world built during the last century – and the biggest since the heyday of sail.

## Facilities

Its onboard facilities enable people with physical disabilities to enjoy sailing.

Since 2000, the ship has sailed more than 170,000 miles, including six voyages across the Atlantic Ocean.

It is operated by the Jubilee Sailing Trust and special facilities onboard Tenacious include hoists which allow wheelchair-users to be lifted up the masts.

In addition, the ship's wheel can be operated by a joystick so someone with even the most limited mobility can steer the 206ft-long vessel.

Each crew consists of roughly equal numbers of able-bodied people and those with

■ BY NICK AMES

physical disabilities. They share the responsibilities of running the ship at sea 24 hours a day.

Trustee Ned Neve said: "That's where you get the integration – when you really get to understand each other."

Some 8,500 people have sailed on Tenacious over the last decade. Mr Neve said: "The experience and confidence lasts the rest of their lives."

The idea for a new tall ship began in the early 1990s when the trust's existing tall ship, Lord Nelson, was proving increasingly popular.

The trust received a £6 million grant from the Lottery Sports Fund, as well as donations from individuals and companies.

Groups of dedicated volunteers of mixed abilities took part in the building of the vessel between 1996 and 2000 in a specially set-up shipyard at Merlin Quay, Woolston, Southampton.

Because it is made of Siberian larch and has no metal fixings, the trust says Tenacious could last as long as 300 years.

Mr Neve said: "She is fulfilling her mission admirably well."

## Blocked drain gives town own fountain

RESIDENTS of Mill Hill, Deal, now have their very own fountain.

And many are comparing it to the one in Market Square, Dover, which is a prominent feature of the town.

But there is one difference – no pumps are needed to make the Deal fountain work. The water comes up naturally – because of the blocked drains.

Recent rains saw yet more flooding in the town, which has had serious problems with rising waters in recent weeks.



**WET AND WILD:** The gushing drain in Mill Hill

Residents have been repeatedly calling for blocked drains, which do not allow water to disappear quickly enough, to be cleaned.

Businesses and homes have suffered heavy floods this summer and sewage brought to the surface has been thought to be responsible for an outbreak of skin rashes.

## NEWS IN BRIEF

### Your vote decides funding

RESIDENTS are being invited to help decide how cash grants to voluntary groups and worthy causes in the Dover area are allocated ahead of a meeting in October.

It is part of a move by Dover District Neighbourhood Forums to pilot 'participatory budgeting', which involves local people in deciding how £61,400 in this year's Small Community Capital Projects fund is awarded.

Available for community projects to all types of groups across the district, grants of up to £2,500 are on offer.

Eligible applicants will be invited to a You Decide event to make a short presentation.

For the Walmer, Deal and Sandwich area, this will be at Walmer Science College, Salisbury Road, Walmer, on Saturday, October 2.

Local residents and groups can attend and will be invited to vote electronically on each project. These votes will be the primary deciding factor when councillors finalise the awards.

### Lead thieves raid church

THIEVES have stolen lead from the roof of a church in Woodnesborough.

They struck just four months after a fund-raising campaign for the Norman church raised £70,000 for repairs to its tower.

Now it is expected to cost £55,000 to repair the roof plus damage caused by rain that got into the St Mary's Church building because of the theft.

It is believed the raid took place on the weekend of August 21-22.

A temporary emergency tarpaulin is now in place to protect the interior.

### Is your house the best?

ITV1 is looking for proud home-owners from Dover and Shepway districts to appear on the next series of May The Best House Win, a daytime television show.

Researcher Lucy Mans said: "We want to find interesting, stunning or unusual properties and house-proud people."

"We're seeking properties of all shapes and sizes, from country cottages to new-builds."

During filming, four strangers take turns giving each other a guided tour of their homes. The most impressive home wins a £1,000 cash prize. For more information, see [www.itv.com/lifestyle/maythebesthousewin/](http://www.itv.com/lifestyle/maythebesthousewin/).

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# Find had to remain top-secret

■ BY MARIJKE COX

A WARTIME enthusiast has revealed the moment he and a team of divers uncovered the secret location of a rare German bomber 70 years after it was shot down during the Battle of Britain.

The Dornier 17, which is the only one known to still exist, was discovered on Goodwin Sands off the coast of Deal by pensioner John Franklin, two years after it was first found by the RAF.

Its location had been kept a guarded secret by the RAF to keep looters at bay until it was ready to be raised from the seabed.

But Gravesend resident Mr Franklin, who is a member of the Blenheim Society, was directed to the site in April by enthusiasts believing the wreck to be a Blenheim bomber from the Second World War.

But a dive team discovered it was the unique Dornier 17, known as the 'Flying Pencil' due to its sleek design.

Mr Franklin was contacted by the RAF and he kept the discovery a secret.

But the RAF has now announced that the bomber, which was found lying on its roof, will be brought up and displayed in its museum in London as part of the Battle of Britain Beacon exhibition.

Mr Franklin said: "This is the first time I've really been able to talk about it."



**AT LAST THE TRUTH WILL OUT:** John Franklin discovered the site of the lost Dornier 17 but was asked to keep it a secret by the RAF to prevent looters from getting to it before it could be rescued and preserved for posterity

"It started in April when I was sent a map showing what was believed to be a Blenheim bomber on Goodwin Sands.

I set up a dive team in Folkestone and after going down there we managed to determine it wasn't what I thought.

"I knew it wasn't a Blenheim from the

differences in the tail and fuselage. We did three or four dives, but there are problems with diving conditions in that area because of the tides – you could get washed away – so the team could only go down for 40-45 minutes and the visibility was poor.

"We were very excited about the find. I was

contacted by the RAF asking what I was doing and they explained about the discovery two years ago."

The Dornier was part of a large enemy formation intercepted above Deal by RAF fighter aircraft on August 26, 1940.

The German planes were trying to launch an attack on airfields in Essex.

During the interception, one of the Dorniers, which was being flown by Flight Sergeant Willi Effmert, attempted a wheels-up landing on the Goodwin Sands.

He touched down safely but was captured along with another crew member to become prisoners of war in Canada.

The aircraft sank on the sands.

Air Vice-Marshal Peter Dye, director-general of the RAF Museum, said its discovery was of national and international importance.

"The aircraft is a unique and unprecedented survivor from the Battle of Britain," he said.

"It is particularly significant because, as a bomber, it formed the heart of the Luftwaffe assault and the subsequent Blitz.

"The Dornier will provide an evocative and moving exhibit that will allow the museum to present the wider story of the Battle of Britain and highlight the sacrifices made by the young men of both air forces and from many nations."

The RAF Museum is working with English Heritage and Wessex Archaeology to survey the wreck site.

A recovery plan is being drawn up to protect the aircraft from further damage.

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## QUESTION & ANSWER

### PENNY BEARMAN



**Q&A**

Reporter **Mathew Beech** talks to Deal-based artist Penny Bearman who reveals her lifelong love of oil paints and why creating a mural for the town's Strand pub was one of her proudest achievements.

**Q** Tell us a bit about yourself.

**A** I'm an artist working mainly with paint. In the last 10 years I've been trying to think of ways of involving the public in the making of art. Everyone has creative potential, but not many people have been encouraged to have a go. Like music or writing, painting is a language; it only works if everyone understands it. It doesn't work if only a few people are allowed to participate.

**Q** How did you start painting?

**A** My mother was a painter. I decided I wanted to be an artist when I was four, although I didn't get to use oil paints until I went to art college when I was 19.

**Q** What is your preferred painting medium?

**A** I love oil paint, because it has a wonderful texture and richness of colour. It is also the most versatile medium. It can possess the transparency of watercolour but can also have the solidity of a modelling medium.

**Q** Who has been an inspiration to you and your work?

**A** While I was at art school I was inspired by Braque and Juan Gris, the cubists and Titian for his portraits. Also, I think it was seeing the Tintoretto's in Venice that inspired

me to work on a large scale. Picasso has been a lifelong hero of mine for doing exactly what he wanted and not compromising.

The most inspiring artist is my daughter, Lucy Somers, because she has such an unusual way of thinking. She always surprises me with her work and is a joy to work with.

**Q** Is there a particular area you like to paint or work in?

**A** I love to work in public. I feel particularly happy painting on boarded-up buildings. I enjoy the challenge of thinking of the most appropriate subject for the building and I love to watch people's faces at the point where the abstract colours fall into place and create the illusion of depth. I think paintings should be seen in public and should inspire people when they are not expecting it.

**Q** Do you have a favourite piece you are particularly proud of?

**A** I felt proud of a mural on a hoarding around the Strand pub in Deal. It was painted in 2009 but was removed when the renovations were completed. The exciting thing about it was that I was creating the design as I went along, relying totally on the colour to give it cohesion. What was great about this was that people came up to me afterwards and said that they were coming out especially to see what changes I was making and to see how I was going to finish it.

**Q** Which areas of Dover and the surrounding coast lend themselves to art and why?

**A** I'm interested in painting on Dover front purely because it has been so neglected, it makes me want to paint on it to create a feeling of life and colour. I think the coast lends itself to art because of its potential as a tourist destination. Visitors are necessary for our economy and visual attractions should be maximised to encourage visitors.

**Q** What advice would you give to budding artists?

**A** I think it's important to think broadly about where you want your art to be seen. Then it's vital not to give up until you are doing what you want to do.

**Q** What do you like to do in your free time?

**A** I don't have much free time. I have a family, I work with my husband running an art gallery in Deal, The Burning Bush, which showcases the work of local artists. I also run my own teaching organisation called Artlark, which operates from Northbourne Parish Hall.

**Q** Any final comments?

**A** The High Street Murals can be seen along with other art works on my website at [www.pennybearman.co.uk](http://www.pennybearman.co.uk).

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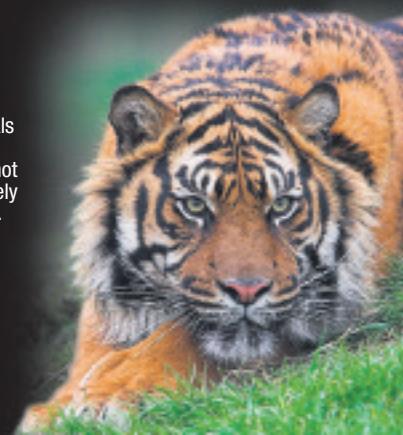
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# Milibands win MPs' support

■ BY MARIJKE COX

KENT'S former Labour MPs have thrown their weight behind the Miliband brothers as the siblings battle it out to be Labour leader.

The brothers, who have both visited the county in recent months, are up against former health secretary Andy Burnham, education minister Ed Balls and back-bencher Diane Abbott.

David Miliband, 45, was the first to enter the race after Mr Brown stepped down as Prime Minister in May.

As a front-runner alongside his 40-year-old brother, Mr Miliband has garnered support from party members following his visit to the county just weeks after the Tory landslide.

Ex-Chatham and Aylesford MP Jonathan Shaw and former Thanet South MP Stephen Ladyman are backing the hopeful.

Mr Shaw spoke on Wednesday at a Labour Party meeting in support of the elder Miliband brother, whom he described as "dynamic and intellectual" earlier this year.

Dr Ladyman also revealed to KOS Media he would be voting for him, saying Mr Miliband would bring back confidence to the party and make it easier for party members to educate voters in the South East.



LEADERSHIP RIVALS: David (left) and Ed Miliband

Former Dover and Deal MP Gwyn Prosser and ex-Medway MP Bob Marshall-Andrews revealed that they would be voting for Ed Miliband.

## Momentous

Mr Prosser said: "In terms of regeneration and housing in east Kent, I think Ed, as leader, would make momentous things happen."

Former MP for Gillingham and Rainham Paul Clark, however, is backing Ed Balls.

Former Dartford MP Howard Stoate and ex-Sittingbourne and Sheppey MP Derek Wyatt were unavailable for comment.

The results of the leadership contest will be announced at the party's annual conference in Manchester on Saturday, September 25.

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all makes used

# Cuts could force police to focus on crime hot-spots



■ BY STEVE KNIGHT

TROUBLE-hit communities may steal bobbies from towns with lower crime rates once Kent Police learn the full extent of planned Government spending cuts.

Chief Constable Ian Learmonth, pictured,

revealed this week the county force will have no option but to slash 1,500 jobs if the Home Office removes 20 per cent of its funding – the equivalent of about £53 million over the next four years.

He told KOS Media that every aspect of his budget needed to be analysed as a result, and it made good business sense to deploy officers where they were needed most.

The decision could result in the more trouble-free areas like Sevenoaks losing some of

their officers to crime hot spots such as Gillingham and Margate.

Mr Learmonth also revealed the force may have to scrap or combine some of its six county divisions in an attempt to save even more money from the budget.

"The decisions on where resources will be allocated will be based on demand and not historical statistics," he said. "It's going to be done in a scientific way and we will carry out the proper analysis to determine where we place

our resources to get the best results.

"We would be foolish to put lots of officers where there isn't the demand – it's just business sense."

When asked if the plans might upset residents in quieter areas who still pay the same level of police council tax as everyone else, Mr Learmonth replied: "It's not about officers; it's about level of service and everywhere in Kent will receive a police service."

Earlier this year Chancellor George Osborne asked ministers to draw up plans for spending cuts of 25 per cent and 40 per cent, but the final figures will not be revealed until the Comprehensive Spending Review is published on October 20.

Mr Learmonth revealed that although Kent Police had only laid out its plans should it receive a 20 per cent cut, it had also modelled for savings of 17.5 per cent and 25 per cent.

"We've not been given any Government figures at all yet," he added. "If it turns out to be less than 20 per cent then that gives us some extra options. If it's worse then it's much easier for us to gear up than it is to start again from scratch."

"But we've had to come up with something because we can't afford to wait. People were starting to speculate about jobs so I thought it was best to get things out into the open."

"I'm hoping the cuts will turn out to be less than 20 per cent, but if it's as much as 40 per cent then that will be a huge challenge for us."

Kent Police currently employs 3,728 officers and 2,932 civilian staff including community support officers. If the force loses 20 per cent of its funding then about 1,000 civilian and 500 police posts will be axed, albeit mostly through natural wastage and retirement.

Mr Learmonth said the main difference the public would see in that scenario would be the probable axing of some of the existing management structures – the six regional areas the force is currently split into.

He had already hinted upon his appointment in July that the number of superintendents and chief superintendents may be cut along the same lines.

"The bedrock is neighbourhood policing and that's something I want to maintain as much as possible," he added. "But the public will understand that if you take £53m out of the budget then things will inevitably change."

Apart from 'priority' departments including education and the Ministry of Justice, all other government departments have been asked to draw up plans for spending cuts.

Kent Police are currently in the middle of a huge restructuring programme, and in July the force announced that nearly 200 police recruits had their places cancelled.

"I was surprised policing didn't get ring-fenced in some way, particularly when you consider some of the departments that were," Mr Learmonth said.

"The public have come to expect a high-quality police service and if you asked people what their priorities were then I'm reasonably confident policing would be up there. However, it's right that we take our fair share of the cuts."

Meanwhile, Kent Police Authority chairwoman Ann Barnes has described the scale of the potential cuts as "shocking".

She said: "There will be hard choices to make but we will be as transparent and open as possible with regards to the decisions we will have to make."



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# Planning for our district's future

**S**hepway District Council is working with partners to provide a Local Development Framework (LDF) to guide the planning of the district.

The most important part of the LDF is the Core Strategy. This long-term plan will include the major sites of change, regeneration and conservation within the district, and set out key principles for future development.

The LDF Core Strategy has so far benefited from hundreds of local people getting

involved. Comments from residents, as well as technical studies, are guiding how necessary development can be provided in Shepway.

## Development aims to:

- Make our towns more attractive and sustain rural communities
- Make housing more accessible, especially to accommodate the natural growth in the local number of households, mostly made up of people living individually or in small groups (e.g. elderly people)

- Attract families, higher-income workers, and new businesses
- Maintain demand for essential services such as schools and local shops, and provide new facilities

**Much of the development will be provided on small plots across the district, which will be identified later in the LDF. But some important sites are under consideration now – including Westenhanger and New Romney.**

## Get involved in Westenhanger and New Romney

Local landowners and developers will soon be asking for thoughts on ideas for key developments that may feature in the Core Strategy plan. Key features of potential areas of change are being drafted to inform the LDF Core Strategy plan for the district. These are not planning applications, but provide a chance to influence the general shape of proposals at the beginning of the development process.

### Westenhanger

*How should Folkestone Racecourse be improved as a major leisure facility and visitor attraction for the district?*



Talk to owners Arena Leisure and their agents RPS about their proposals to upgrade Folkestone Racecourse including residential and other uses, and improving the setting of Westenhanger Castle.

#### Public Exhibitions

**Dates:** Wednesday 15 September - 3.30pm to 7.30pm  
Saturday 18 September - 9.30am to 12.30pm.

**Place:** Spitfire Room, Folkestone Racecourse, Stone Street, Westenhanger, Kent CT21 4HX.

For more information about the exhibitions email [racecourse@rpsgroup.com](mailto:racecourse@rpsgroup.com). For more information about the Westenhanger proposal process please visit: [www.folkestone-racecourse-consultation.co.uk](http://www.folkestone-racecourse-consultation.co.uk)

Have your say on what the sites should include – if built, for example:

- How should green spaces and properties be laid out, and what should their other key features be?
- What kind of community facilities would benefit local residents best?

### New Romney

*How can development help support and improve Romney Marsh and New Romney town centre?*



Talk to representatives from the consortium of landowners who are preparing proposals to use land off Cockreed Lane (north of the town centre) for housing and potential community facilities, to support local shops and jobs in New Romney town and provide for the long-term needs of the Romney Marsh area.

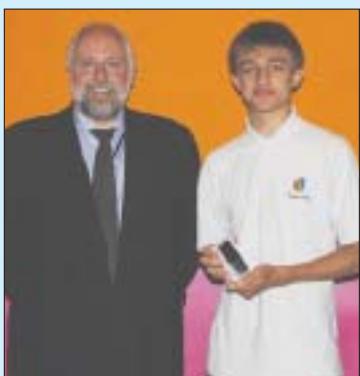
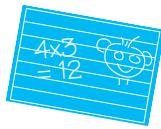
#### Public Exhibition

**Date:** Thursday 16 September - 2pm to 8pm

**Place:** The Assembly Rooms, Church Approach, New Romney, Kent TN28 8AS

For more information about the exhibition email Nick Cooper at: [ncooper@iceniprojects.com](mailto:ncooper@iceniprojects.com)

# yourschools



**ACHIEVEMENT:** Student Andy Crisford receives his iPod from mini-school leader Jim Grant

## Full attendance reward for Andy

A MARSH Academy student has been rewarded after achieving a remarkable 100 per cent attendance record during his 11 years at the school.

Andy Crisford, 15, from Dymchurch started in 1999 and has not taken a single day off since.

The academy's attendance officer Sally Hooper, mini-school leader Jim Grant and student development leader Karen Todd were so impressed they agreed to reward Andy with an iPod in the end-of-year assembly.

Mrs Hooper said: "This is a fantastic achievement for Andy. I don't know of any other student in the area who has managed to achieve 100 per cent attendance for their whole time at school."

Mr Grant agreed and said: "We are very proud of Andy for this achievement and it was a pleasure to be able to reward him for his efforts."



**DRESSING THE PART:** Pupils from Pent Valley school wore traditional Nepali dress when they visited St Mary's Church of England primary school to teach them some dances

## Older pupils pass on their talents in Nepali dancing

A GROUP OF Pent Valley pupils visited St Mary's Church of England Primary School to run a Nepali dance workshop for their Year 5 students.

To mark the occasion and celebrate their culture, the older children wore traditional Nepali dress and taught the younger ones a

■ BY JAMES ALEXANDRE

succession of dance steps.

The St Mary's pupils easily picked up the moves, and very soon everybody was dancing to a traditional song Baisa Fulne Bihanna Yo, which translates as Young flowering this morning.

Nepalese dancing is used in celebration and

in September, the older students will return to St Mary's to run further workshops in preparation for the hugely popular Tihar festival.

The festival takes place each year at Pent Valley's site in Surrenden Road, Folkestone in October.

To conclude the session and to rapturous applause, Year 8 students Benarji Bina Rai, Enuka Gurung, Nisa Pun, and Puja Roka danced to Lekhama Jane (Going to the hill).

SEND your schools news and pictures to [dave.mairs@kosmedia.co.uk](mailto:dave.mairs@kosmedia.co.uk). You can also upload your video clips of schools events on to [www.yourkenttv.co.uk](http://www.yourkenttv.co.uk).

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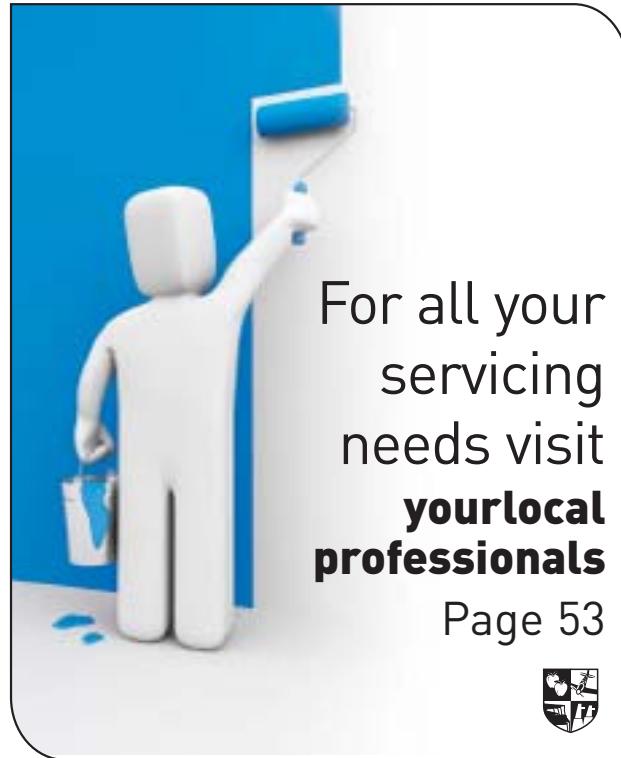
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Thursday 9th September

**Laurie & Bill**

The New Inn, 2 Delf Street,  
Sandwich 01304 612335

Friday 10th September

**Cultured Pearl**

The Red Lion, 1 King Street,  
Ramsgate 01843 586713

Saturday 11th September

**The Third**

The Red Lion, 1 King Street,  
Ramsgate 01843 586713

Thursday 16th September

**Sarah Banks in Cabaret**

The New Inn, 2 Delf Street,  
Sandwich 01304 612335

Friday 17th September

**Hard Road Blues Band**

The Red Lion, 1 King Street,  
Ramsgate 01843 586713

Saturday 18th September

**The Fling**

The Red Lion, 1 King Street,  
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Saturday 18th September

**Left of the Dial**

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Thursday 23rd September

**Denny & Paul**

The New Inn, 2 Delf Street,  
Sandwich 01304 612335

Friday 24th September

**Lead Gremlin**

The Red Lion, 1 King Street,  
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Saturday 25th September

**Tilt**

Bradstow Mill, 125 High Street,  
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Saturday 25th September

**Torlilla Army**

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# Reader Holidays



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- 3 nights sharing a twin or double bedded Ambassador room - upgrades available
- Sea-view Room - £274pp
- Signature Room - £304pp
- Royale Room - £319pp
- **Leisure facilities:** Indoor pool, sauna,
- **Travel:** Self drive including car ferry - min 2 people per car

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# Aiming one step beyond ska revival

■ BY TOM BETTS

A CARNIVAL of ska was held at Folkestone harbour as music fans came out in force for the first Skabour festival in the town.

Skinheads, mods and rude boys partied into the night, enjoying sets from more than a dozen acts.

A festival official said: "The sun shone, the music played and thousands danced to bands and DJs performing on the outside stage as part of the free daytime events, which also included market stalls and a scooter run."

Evening events also proved popular, with sellout performances by The Beat, Skatonics, Arthur Kay And The Originals and Intensified.

Organisers say up to 8,000 people attended during the weekend and as much as £300,000 could have been spent in the town.

Fans travelled from as far afield as Japan, Italy and Spain to attend.

John 'Teflon' Sims, one of the organisers, said: "It was amazing to see this number of people coming to Folkestone and having such a great time. People were smiling, dancing and feeling good."

"Most of those enjoying themselves were families, with parents who would profess not

to be ska fans despite knowing all the words when singing along to songs by Madness, The Specials and others.

"We planned for a good-natured, incident-free three days – and that's what we got. People were only interested in having fun and joining in."

The event was organised by Mr Sims and Andi Elliott, Andy Shorten and Trevor Moss.

Mr Moss said: "I was amazed by the number of people who came looking for an organiser to shake hands with and thank us for staging this festival.

"We were overwhelmed by the number of people asking if this was going to be an annual event, but also whether we can bring back the harbour festival and the air show to Folkestone.

"It seems evident people feel the town lacks regular events and festivals they can enjoy and feel proud to be a part of.

"If we can build on this year's Skabour, we can go some way towards achieving those aspirations," he said.

The festival also boosted the local economy, which has had a quiet summer.

"Many people volunteered their time to help put on this event and the organisers would like to thank them, the bands and DJs, sponsors and supporters for all of their assistance which made the weekend such great fun."



Pictures of the event from the Skabour Facebook page

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# yourletters

## YOUR LETTERS

### No owner lined up for Port of Dover

I am writing to correct the article published in this week's (Wednesday, August 25) Yourdover entitled 'Drop your people's port plan, Elphicke is urged'.

In talking about the Port of Dover's voluntary privatisation scheme, the article misquotes me as saying: "We have a new owner lined up who shares this vision and would help us provide this investment which would otherwise be very difficult to come across in these economic times".

We have no owner lined up. What I explained was that we would, of course, be looking for an investor who would share our objectives and vision of where we want to take the port business. However, we will not even look at potential investors until the minister has made a decision on whether or not he is minded to approve our scheme.

Privatisation would release the shackles of our Trust Port status which prevents us from both expanding the business and borrowing to deliver significant additional port capacity when needed.

**Bob Goldfield**  
chief executive, Dover Harbour Board



GO WITH THE FLO: Tennent's words of wisdom

### Young Florence can count her blessings

Your blogger Florence Tennent is relatively lucky. At least she's a girl. Pity the unfortunate Percy Florence, son of the poet Percy Bysshe Shelley and his novelist wife Mary.

**Katharine A Gilchrist, by email**

What of the great Florences of History? What of Florence of Arc? Queen Florence the first, the Virgin Queen? What of Florence of Arabia?

**Maxwell Oates, by email**

Last week's Florence blogger (Flogger perhaps?) failed to mention one of the most interesting persons of that name in the history of the last hundred and fifty years.

Florence Beatrice Emery Farr was a British actress, composer, magical practitioner and director.

She was also a women's rights activist, journalist, educator, singer, novelist, leader of a secret occult order, and one-time mistress of playwright George Bernard Shaw.

She was a friend and collaborator

**Charlotte Page, Margate**

### Right way forward for Britain's future

Through the pages of your newspaper I would like to thank the members of Dover for nominating me as next leader of the Labour Party.



Winning back the voters Labour lost won't be easy. Labour has to change, to listen and to become the change that Britain needs. We start this process by electing someone who is ready to face David Cameron at Prime Minister's Questions and stand as a credible alternative Prime Minister at the next election. That is why I am

As usual, the ignorant target



**LETTERS:** Please send your letters to: The editor, Apple Barn, Smeeth, Ashford, Kent TN25 6SS



**EMAIL:** Email your letters to the editor, Dave Mairs: dave.mairs@kosmedia.co.uk

# yourblogger

Kent's further education system needs a thorough revision, believes Gary Wright...



THE other week I wrote about how I couldn't understand the huge pressure there is on 18-year-olds to get into university at any cost – including that £21,000 debt after three years.

My attention has now been drawn to the scandalous way many 16-year-olds are being treated. Here's a little publicised fact for you: did you know that almost every secondary school in Kent with a sixth form forbids any visits or input by colleges?

That means year 11 pupils don't really get the chance to see what else is on offer. The school provides its sixth form option and the pupil makes a choice.

A cynic might say this is to ensure schools retain the funding for two more years – most college bosses would agree. And our children are really being let down.

The first let down is the fact that the average sixth form is not particularly vocational. Nor does their one-size-fits-all approach to A-levels suit many.

I know of two cases where youngsters had to choose four A-level subjects and were told they could drop one after a year. Photography A-levels were offered to youngsters who had no interest at all.

So students are forced to choose the A-levels available rather than the ones they may wish to take. A case of youngsters having to fit the system rather than a system geared up to individual needs.

But what happens if your child doesn't meet the grades for sixth form? Bear in mind you are dealing with an individual who has geared his life and expectations, driven by the school, for the next two years to a

place in sixth form. I will illustrate this with one school: Norton Knatchbull in Ashford. A decent boys' grammar with an above average record in pupils attaining five grade Cs or above at GCSE, one of the main benchmarks for schools. Knatchbull insists its sixth formers will need eight grade Cs or above to get in. They must achieve Bs in subjects they wish to take at A-level and a minimum of Cs in English and maths.

In one case this year a pupil has managed only a D in maths and has been told two days before term begins that there is no place for him because the sixth form 'could be filled twice over'.

He was never warned about this, so a week after learning his results has begun the search for a college place. And the school admits it doesn't allow colleges to access its pupils. Additionally, when it was accused by his parents of casting someone aside because his exam results were a little low, the master agreed.

To me this is more worrying than the way pupils are forced through an academic system which results in a £20,000 debt for what in many cases is a useless degree.

So, the warning for all GCSE pupils and their parents is clear: take a look at what colleges can offer and do not assume sixth form is best.

I believe it's the fault of the system that has evolved and a teaching staff geared up to retaining their income rather than what's best for their students. Either they know it's failing the students and they can't be bothered to change it, or they are so out of touch that they don't recognise how badly they are letting youngsters down.

Colleges must be allowed access to our secondary schools – and schools must do more for those individuals who fall below their predicted results.

If there is a story in your area you think we should be covering, contact the editor, **Dave Mairs**, on 01303 817022, or email him on the details above.

If you want to be the next blogger, then all you have to do is submit an article to us (of about 550 words) and email it to the editor.

And don't forget, for all the latest news and video from your town, log on to [www.kentnews.co.uk](http://www.kentnews.co.uk).

whoever they like, not the true destroyers within our midst – the Government and its tools.

Rita Grootendorst  
by email

### It's time to cast our net over EU sharks

Your paper wouldn't be reporting the sorry plight of our local fishing industry if it wasn't for the rest of Europe's fishing fleets scraping up everything possible from around our shores.

It all started when Broadstairs Tory and Prime Minister Edward Heath handed control of our fishing grounds to the EU (Evil Union) in 1972. Since then our centuries-old fishing industry has been virtually wiped out by draconian rules that favour other countries' fishing fleets.

It is also disgusting that our government now has to crawl to Brussels in order to get protection for sandbanks around the Kent coast.

They are our fishing grounds and we should not have to grovel to Brussels for permission about what we do with them.

We should leave the EU now and build back our fishing fleets to what they once were and also save the British taxpayer countless billions of pounds every year by stopping all payments to Brussels.

And let me remind Thanet South Tory MP Laura Sandys, it was her party that got our fishing industry in the state it is in today.

**Roger Arnold**  
Herne Bay

### Walking can leave cancer risk behind

I'm writing to let your readers know there is now strong scientific evidence that being regularly physically active reduces your risk of developing cancer later in life.

One of the easiest ways to be physically active is walking. It's something most people can do without any preparation and you don't need special equipment to do it.

This is why we at World Cancer Research Fund (WCRF) have launched our Walking Together campaign, where people can support us by organising sponsored walks for family and friends.

The money raised will help us continue funding cancer-prevention research and raising awareness that people can reduce their risk of cancer by eating healthily, being physically active and maintaining a healthy weight.

We also hope it will encourage people to get into the habit of walking, both as a hobby and as part of their daily lives.

To find out more about the Walking Together campaign, email events@wcrf.org or call 020 7343 4205. You can also visit our website at [www.wcrf-uk.org/walk](http://www.wcrf-uk.org/walk) to find out more information, register your event and download free resources.

**Stan Fraser**  
events fundraiser

World Cancer Research Fund

### Education system has been wrecked

Hindsight is generally unhelpful apart from showing how blinded we were by unscrupulous governments and their willing ciphers.

As usual, the ignorant target

**DAY & NIGHT****In the search for seals**

TAKE to the ocean wave in search of wildlife with Sea Searcher Boat Trips next Wednesday.

The company will run a 90-minute trip from Ramsgate to the active seal colony in a national nature reserve, leaving the Royal Harbour at 3.30pm.

For more information visit [www.seasearcher.co.uk](http://www.seasearcher.co.uk) or call 07837 562076 between 8am and 4pm.

**Art for all seasons**

PAINTINGS and prints by P & J Arts can be seen at the Bay Art Gallery in Herne Bay this week.

The exhibition is called All Seasons and it runs until Saturday. The gallery in William Street is open from 10am to 4pm and admission is free.

To find out more call 01227 372266 or visit [www.bayartgallery.co.uk](http://www.bayartgallery.co.uk).

**Pianist plays with trio**

LEADING female pianist Frances Knight will be performing with her trio in Folkestone on Thursday.

She will be joined by award-winning jazz vocalist Paola Bottomley for the concert in Keppels Music Room at The Grand, starting at 8.30pm. Tickets cost £5. To reserve seats call 01303 277175.

**Rocking it with Ricky**

ROCK 'n' roll tribute artist Ricky Fontayne will be stepping back in time for an evening of nostalgia this weekend.

Join him for a night of 50s and 60s music at Ashford Rail Club in Beaver Road, Ashford, at 8.30pm on Saturday. Admission is free for members. Visit [www.rickyfontayne.com](http://www.rickyfontayne.com). For details of the venue call 01233 635954.

**Rural artists' invitation**

ARTISTS living or studying in a rural parish within five miles of Bridge are invited to take part in the village's annual art exhibition.

The show takes place on October 2 and 3, and artists can submit up to three exhibits, including sculpture and craft-work. Entry forms are available from Sturrock & Co in High Street and at [www.artinbridge.org.uk](http://www.artinbridge.org.uk).

**Crooner's big break**

A JILTED crooner must pull off the performance of a lifetime in the 80s musical, The Wedding Singer.

An amateur production of the comic love story, adapted from the Hollywood film, can be seen at the Granville Theatre in Ramsgate from Thursday to Saturday. To book tickets call 01843 591750.

**Catch last village tour**

THIS year's final village tours of St Peter's in Thanet will be held tomorrow and Saturday.

Starting in the churchyard of St Peter's Church at 9.45am, the tour is free but donations are welcome. Booking is essential, so call 07546 514948 or email [online@villagetour.co.uk](mailto:online@villagetour.co.uk) to reserve your place.

# Galaxy of stars shine at theatre

**WINTER GARDENS' NEW SEASON**

Various dates

Winter Gardens, Margate.

THE summer might be over, but there is plenty to look forward to the Winter Gardens this autumn.

Over the next few months, the evenings will draw in and the weather will turn colder, but a good laugh or an uplifting concert will keep the chills at bay.

The new season gets off with a flourish as the Texas Tenors roll into town this Saturday and the fun continues with the nostalgic Disco Inferno later this month, when over-18s can get down and boogie to the best of 70s and 80s soul and disco music.

More nostalgia will be on offer when the venue runs a trip to see the award-winning musical Jersey Boys in London on Thursday, September 23. Based on the true story of Frankie Valli and the Four Seasons, the hit show tells the story of how four boys from humble backgrounds invented an exciting new sound and went on to sell 100 million records.

Singer-songwriter Beth Nielsen Chapman pays a visit to demonstrate why her songs have been performed by such huge stars as Elton John, Bette Midler, Neil Diamond, Emmylou Harris and more. Talented performers from local schools, theatre groups and societies will gather for the Winter Gardens Showcase, giving rising stars the chance to shine on the big stage.

Next month, veteran comedian Jenny Eclair marks her 50th birthday by wondering if an old dog really can learn new tricks. Along with her sharp and insightful stand-up comedy, Eclair has also won new fans of all ages with her appearances on Grumpy Old Women, in which she casts her comic eye over life's absurdities.

Popular children's characters such as Bob the Builder, Angelina Ballerina and Fireman Sam will be seen on stage together for the first time when Premier Productions presents The Little Big Club – Live in Concert. Young audiences can be part of the fun when this magical show visits Margate on October 10.

Celebrating their 30th anniversary, Level 42 bring their national tour to the Winter Gardens to play hits such as Lessons in Love, Leaving Me Now and Running in the Family.

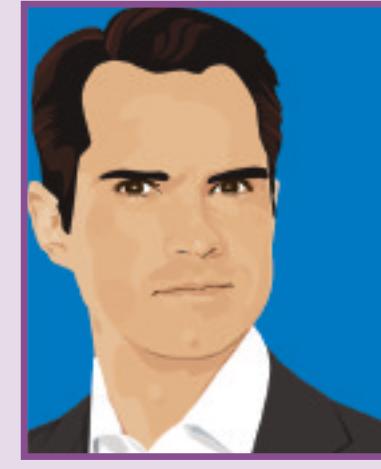
There will be a rumble in the ring when LDN Wrestling presents an evening of big men and big talk, with stars such as Karl Barbarian Krammer due to appear.

Plan B's concert has already sold out, but Danger Mouse, the world's number one secret agent, is on a mission to entertain with his first theatre tour. See Danger Mouse in action with his faithful sidekick Penfold, the evil Baron Silas Greenback and other popular characters in this fun family show.

Former Mike and the Mechanics frontman,



STAR LINE-UP: Clockwise from above: Level 42, and comedian Jenny Eclair and Jimmy Carr



Paul Carrack, will delight fans with his timeless soul voice in November, while comedy fans can look forward to one of today's most successful stand-ups. Jimmy Carr's relentless touring schedule has been rewarded by packed theatres all over the country, as he delivers his hilarious but strictly adult comedy, which is not for the easily offended.

There will be more hilarity when Al Murray, the Pub Landlord, brings his barrel of fun to

Margate that month, while identical pop stars Jedward, who shot to fame as the most controversial act on last year's series of The X-Factor, will be taking to the stage.

Other highlights of the new season include performances by singer Jane Macdonald and comedian Trevor Lock. Tickets can be booked online at [www.margatewintergardens.co.uk](http://www.margatewintergardens.co.uk) or by calling the box office on 01843 292795/296111.

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## ABALICIOUS

Saturday, September 11, Sinden Theatre, Tenterden



PULL on the flares and struggle back into your old platform shoes for an evening of timeless Abba hits.

Kent-based tribute group Abalicious will take to the stage at the Sinden Theatre, leading a homage to the Swedish super group this weekend. The band is returning to the theatre for the third time and looks set to provide yet another great evening of 70s glam rock and nostalgia.

Using no backing tracks, Abalicious covers all Abba's best-loved hits live and are sure to get audiences on their feet. The band is led by Carla Winters,

who was a finalist on ITV's Pop Idol and has worked with some big names in the business, including Pete Waterman and Will Young.

From Dancing Queen to Waterloo, the band has a large repertoire to draw on and they also use a light show to add extra atmosphere.

Carla Winters has worked with a number of show bands including Star, The Choice, Abba Rival, China Grove and Le Tour.

The show starts at 7.30pm and tickets cost £14. To book call 01580 763826 or visit [www.sindentheatre.biz](http://www.sindentheatre.biz).



## THE TEXAS TENORS

Saturday, September 11, Winter Gardens, Margate



THREE outstanding singers proved they were anything but cowboys on America's Got Talent last year.

After their impressive appearance on the TV show, the Texas Tenors are hitting the road to perform for their fans in the UK.

Combining smooth cowboy charm with classically-trained voices, the Texas Tenors will be performing everything from Nessun Dorma to My Way.

Marcus Collins, JC Fisher and John Hagen are childhood friends who have each enjoyed successful careers as actors and classical singers. Collins has made a number of TV and film appearances, including starring alongside Bruce Willis in Perfect

Stranger. He began to sing at the age of four, inspired by chart artists such as Garth Brooks and George Michael, before training classically at college.

Despite growing up in a Midwest farming community, Fisher developed a love of opera and enjoys introducing audiences to Neapolitan songs and arias.

Hagen is renowned for his performances of the Verdi requiem and Beethoven's Symphony Number Nine and is considered a tenor of superb quality.

Tickets cost £19.50/£17.50. Book online at [www.margatewintergardens.co.uk](http://www.margatewintergardens.co.uk) or call the box office on 01843 292795/296111.

## CW STONEKING AND HORSE FEATHERS



Thursday, September 9, and Saturday, September 11  
 The Farmhouse, Canterbury

TWO evenings of live music are on offer at the Farmhouse this week, starting with a truly compelling performance.

CW Stoneking draws on pre-war blues, jazz, 1920s calypso and folklore to create amazing sounds. Along with his brass band, the Primitive Horn Orchestra, he performs a wide remit of songs from field holler blues to hokum blues duets. He is signed to the same record label as blues musician Seasick Steve and looks set to go far with his historically-influenced music.

He will be supported by Cocos Lovers, a local band with many family members in the line-up. Over the last year they have performed their folk music to people across the country and beyond.

On Saturday, Horse Feathers will be returning to the Farmhouse. Hailing from Portland, Oregon, they purvey a fine brand of folk music.

Tickets cost £8 for Thursday's concert and £6 for Saturday.

To find out more visit [www.thefarmhousecanterbury.co.uk](http://www.thefarmhousecanterbury.co.uk).



## MEDIEVAL FOOD AND FEASTING

Every weekend in September, Dover Castle



BECOME an historical VIP at Dover Castle this month and take part in the medieval merry-making.

Find out how the Royal household celebrated harvest time, as costumed characters portray the servants, entertainers and noblemen who would have been part of castle life.

Visitors will learn about the delicacies of the time and how a menu fit for a King would have been put together. There will even be the chance to sit at the table and see how royalty would have enjoyed a medieval banquet, as well as learning to dance in medieval style to music with a culinary theme music.

Down in the kitchen, visitors can enjoy their own taste of the celebration by sampling local wine, mead and ale provided by Wells Bombardier Beer. Discover the alternative methods in which members of the Royal Court were paid in the 12th century, receiving not only money but also bread, wine and candles. The castle huntsman will reveal how some of the food was provided, as he and his faithful deerhound demonstrate medieval bush craft.

For more details go to [www.english-heritage.org.uk/dovercastle](http://www.english-heritage.org.uk/dovercastle).



## ROOM ON THE BROOM



Monday, September 13,  
 and Tuesday, September 14  
 Gulbenkian Theatre, Canterbury



Picture: SIMON TURTLE

YOUNG audiences are invited to join in a magical adventure with the spellbinding show, Room on the Broom.

Adapted from Julia Donaldson's best-selling book, with illustrations by Axel Scheffler, the story is now a colourful stage show which is sure to captivate children aged three and above.

One night, a witch and her cat are flying through the air on her broomstick when suddenly something terrible happens – her hat, bow and wand are blown away by a gust of wind and disappear into the night.

When some new friends come along in the shape of a daft dog, a beautiful bird and a friendly frog, together they manage to find her possessions.

But disaster strikes when they all try to ride the broom and, with a hungry dragon on the scene, who will save the witch?

Room on the Broom is presented by Tall Stories, the creators of the hit children's show, The Gruffalo.

Performances start at 4.30pm on Monday and 11am and 1.30pm on Tuesday. Tickets cost £10/E8.50. To book call 01227 769075 or visit [www.thegulbenkian.co.uk](http://www.thegulbenkian.co.uk).



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# yourlocal

Issue No 2



**your midweek guide  
to independent business**

# yourlocal



Issue No 2



**your midweek guide  
to independent business**

## Celebrating the independent trader

THIS is our second supplement celebrating some local success stories and examining why local, independent traders can offer so much more.

In a world where multi-nationals with their loyalty cards have become the default shopping choice for many, it is refreshing to look at some of the alternatives.

And there is no doubt that independents really do offer an alternative with levels of

service and attention to detail which it's difficult to match.

We hope you will enjoy the supplement and find interest in some of the behind-the-scenes revelations.

Being your own boss is not an easy choice but you will find those who have made a success have normally found their own niche.

So whether this supplement inspires you to consider working for yourself or simply convinces you to consider spending more of your own money locally, there is something for everyone.

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Building on an excellent family reputation

### Pages 26-27

Baby steps encourage customers back

### Page 27

On the road to bigger business

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Securing happy customers

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A recipe for satisfied customers

### Page 29

This store won't be floored

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Sales staff are electric

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Sweet taste of success

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Satisfying your long-term comfort

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Driven to make customers happy

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■ BY THE EXTREME  
INSPIRATIONIST

IF you want to stay on top in business today it's crucial to master the modern skill of networking.

These are the reasons why networking has become so important to small businesses:

1. Networking is seen in this current financial climate as low or no-cost marketing.
2. Networking is seen as the opposite to hard-sell and cold-calling.
3. Networking is seen as a 'social', more comfortable or easier way to gain customers, without having to sell or be sold to.

But there's a problem with that:

1. Networking isn't cheap.
2. Without skill, networking is random and produces random results.
3. Without a clear strategy and the skills to back it up, networking produces a lame bit of PR of questionable value.

More mature professionals are often quite comfortable socialising. They enjoy it, even.

But the rules have ALL changed.

My father was a Rotarian for 44 years. He would have shuddered at the thought of 'selling' to his club colleagues, and yet, in his day, they all bought from each other. The loyalty was staggering. Not any more.

Networking is, to put it politely, a free-for-all. (Virtually) anyone can turn up, and sometimes the competition is fierce!

Standing out is the first hurdle. What every networker wants to ensure is that they get noticed and remembered. And if you're just one of 27 grey suits, how do you make that happen?

How can you leave the meeting having made a lasting impression? How can you ensure that in the crowd, when they think, 'Oh, there's that great accountant I met', yours will be the

# Learn the subtle art of networking and put your business one step ahead

name that springs to mind?

Your name and the name of your business need to be front of mind when people think 'accountant'; just like everyone chants McDonald's, when they think fast food or burgers.

So how can you and your business achieve this pole position? It's all about influence.

We used to call it 'selling'. Now, we're more sophisticated and we call it 'influencing'.

Building profitable relationships in business is down to one thing: your ability to influence the other person. It always has been. It's just that now, the psychology around it has changed.

We need a consistent system. These are the stages of the process. When you get them right, profits flow as a consequence. When you get them wrong, there's often a great deal of disappointment and a dent to the bank balance.

- Preparation.
- Entering the room.
- Shaking hands.
- What to talk about.
- What to say.
- How to listen.
- How to identify who has potential to buy or refer.

- How to get into a rapport – with anyone.
- How to match the conversational style and needs of the other person.

- How to influence without overtly selling.
- How to identify those people with whom a profitable relationship is most likely to be built.

- How to avoid the seven cardinal sins of networking.

- Understanding the rules of the game and checking that they do too.

Which brings me to the best-kept secret of face-to-face networking: online follow-up – the way to multiply results and make more money.

Exactly how and when you follow up your initial meeting is crucial. Your follow-up email or phone call can make or break the relationship.

Send them a salesy email and they'll hate you for it. Offer to help or ask a great question and they'll pay more attention and like you more.

• *By QJ, The Extreme Inspirationist. QJ leads inspirational, practical seminars showing businesses how to make more money and how to leverage their relationships to greater profit at the next level. For information or inspiration, see [www.theinspirationist.com](http://www.theinspirationist.com), email [qj@theinspirationist.com](mailto:qj@theinspirationist.com) or call 0800 840 609.*

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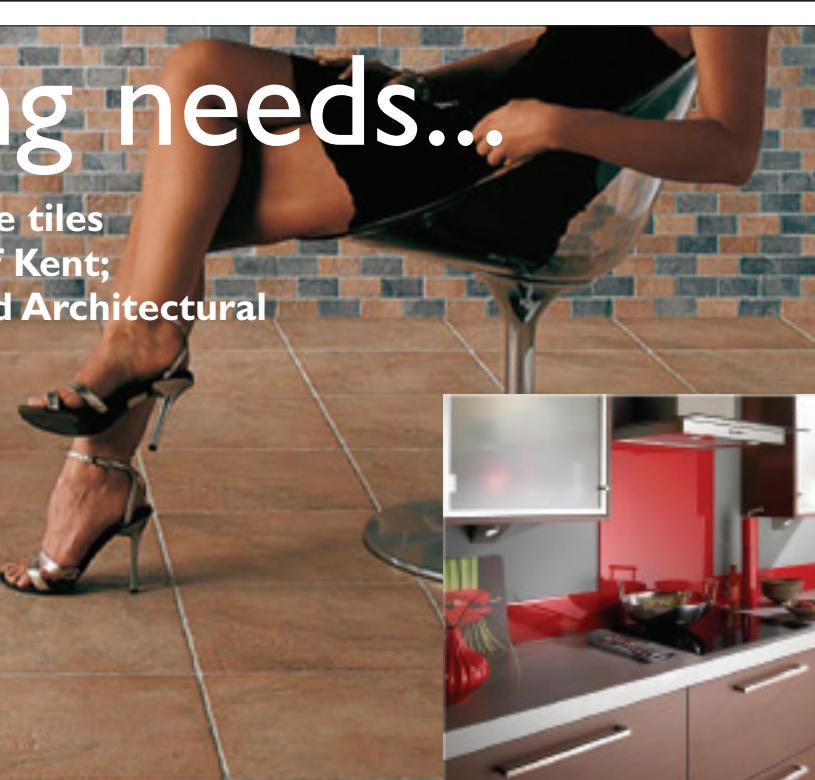
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## Family-run business aims to build on roots and reputation

AN ASHFORD family business is using the skills and experience gained on major construction projects in the capital to deliver quality buildings back home.

Wealden Woodstyle, set up 10 years ago by two long-term Kennington friends, has been making a name for itself working on apartments, hospitals and custodial buildings for major London firms.

Originally set up as a partnership by Darren Black, pictured, and Simon Blake, the company has now been incorporated as a limited company and is widening its focus to take on projects in Ashford and beyond.

While Darren's background is in timber-framed buildings and bespoke kitchens, partner Simon has building very much in his blood. His grandfather's company, Beaney and Sons, was responsible for a great deal of building in Ashford in the 1960s.

The company has established a reputation for high-quality design and build work and wants to play a part in making sure the new buildings currently appearing as part of Ashford's rapid expansion are well designed and conceived.

Darren's wife Zoe and Simon's wife Daniella are also actively involved as

directors of this well-rooted family business with strong local connections.

"We care passionately about Ashford as we grew up here and saw it develop from a market town to the thriving business centre it is now," said Darren.

"Simon's grandfather played a part in Ashford's post-war growth and we want to continue that by offering a quality product delivered by skilled local tradesmen."

NHBC-registered Wealden Woodstyle, which provides subcontracting services in carpentry and joinery as well as offering a full building service, has now moved to new premises just outside Ashford, where the landlord immediately asked the company to take on a major office repairs project on an adjacent site.

"It is important to use a local builder because you can visit the company, check out their work, talk to them about their ideas and take advantage of their local knowledge," explained Simon.

Wealden Woodstyle has worked in the retail and housing sectors as well as on major Private Finance Initiative (PFI) schemes and corporate office builds. "We're keen to use that experience on building projects in Ashford," Simon added.



# Personal touch leads to baby boom for shop

**Ed Hill meets Sally Starley who knows the long-term value of personal service at Ashford's Tiny Tots baby shop**

IT MAY be a tough time in the retail world at the moment but one independent trader in Ashford says you can be a success if you are prepared to go the extra mile.

Sally Starley is the owner of Tiny Tots. She started the business 32 years ago. Her shop at the corner of Bank Street and Elwick Road specialises in everything parents need for their newborn baby.

She said: "I think our success is definitely down to knowing our customers. People come to us for advice. We don't push hard to sell them things but we hope they remember that we have been helpful when they do decide to buy something."

Tiny Tots is now the oldest independent baby store in the south of England and attracts customers from around the country.

Mrs Starley said: "Our reputation is passed

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down from generation to generation. Brothers and sisters who had things bought for them here when they were children come back to us even if they move away.

"Our customers come from all over Kent, London and beyond. I'm even sending a pram to Manchester."

One of Mrs Starley's customers even made the journey from Hertford to thank her after she had been so helpful on the phone.

She said: "We are a traditional business. It all comes from word of mouth. I think the most important thing is to be able to talk to people either in the shop or by phone. It really helps to understand exactly what they need; that way they will get the best product and the best value for money."

Tiny Tots has a website but does not sell things directly online.

Mr Starley said: "We do send things mail order, but I feel it is always best to have direct contact with the customer first."

She also says her shop offers service no large chain or supermarket ever can.

She said: "I'm passionate about my business and my customers. Particularly for new parents we are able to offer a lot of advice and reassurance. We are all mothers and grand-



**MOTHER SUPERIOR:** Shop owner Sally Starley feels going that little bit extra is what keeps her customers coming back for more

mothers ourselves. I have had five children myself. We have been there and done it."

• **Tiny Tots can be contacted on 01233 623511.**

## Daytrippers are ticket to boost in coach company's business

COACH companies have enjoyed something of a boost thanks to the recession, volcanic ash clouds and people's renewed interest in holidaying in the UK.

Alan Johnson has been in charge of Crosskeys coaches in Folkestone for the last 10 years and said business is continuing to hold up well.

He inherited the reins from his parents, when it was based in Newington, and has established a loyal customer base and developed some excellent working relationships with major tour operators.

The company, which has 22 coaches in its fleet, now operates out of Caesars Way in Folkestone and offers routes to a wide variety of UK and European destinations.

Despite the recession inevitably hitting everybody in the travel market, Mr Johnson said there have been some high points to come out of the past year.

"It's been steady, it was quiet at the beginning of the year but then that was down to the snow," he said.

"We picked up extra business during the ash cloud, transferring people from Dover docks to various airports."

"We've just finished our summer with taking foreign students to and fro and there wasn't any decrease on that from last year. The cruise ships coming into Dover are still keeping us busy."

Asked about the advantages of taking the coach compared to a car or plane, he said: "It saves on parking, you can be picked up at one point and be dropped off



at a central location. You haven't got to worry about finding a space or congestion.

"A lot of people think when they're given the price for coach hire it's quite high, but when you divide it down by 50 people, it's actually quite reasonable."

"Daytrips are among our most popular offering, with London being one of the most popular destinations. But then we do a lot of holidays for customers where they hire the coach for the week and go off to north Wales, Scotland or Newcastle."

However, a new trend has emerged over the summer, with theme parks now a hit with families wanting to go by coach.

Mr Johnson said: "We've done better this year on the theme parks. Possibly people have been staying at home this year so they've been taking their children out on a few different day trips rather than one holiday."

"Hopefully it's going to be positive from now on, but you never know. You've always got to be careful, just in case."



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**UNIQUES**

# Home security company offers National ambitions with friendly, local service

WHILE most people would choose good local service over a call centre-driven multi-national, there are some situations where size does matter.

Home and business security is one area where people want friendly service but welcome the back-up that comes from a company that is big enough to respond swiftly and efficiently in an emergency.

It may sound like the best of both worlds, but that's exactly the promise made by Red Alert, a security company that has national ambitions but is still based in Ashford, where it was set up 17 years ago.

Red Alert has the back-up, the experience and the skilled engineers to deal with every eventuality, but still provides outstanding service with a local feel and has looked after many of its customers since managing director Clive Gawler began the business in 1993.

Red Alert installs smoke detection and fire alarm systems as well as a wide range of wired and wireless intruder alarm systems.

On the subject of maintenance, Clive is so committed to providing good service that he doesn't expect customers to sign a contract for that vital annual check.

"If we give a good service then we expect our customers to ask us to



**CAUSE FOR ALARM:** Security company Red Alert offers service with a smile to clients big and small

carry out their maintenance next year too," he explained. "We'd never dream of trying to lock them into an annual contract."

Clive's team also fits automated gates and garage doors that allow access at the touch of a button and installs external security lighting that reassures the householder while making life more difficult for any potential intruders.

It installs CCTV cameras that can protect commercial as well as domestic property and has contracts with councils and companies

across Kent. A true local success story, Red Alert now looks after parts of the National Gallery in London as well as other high-profile galleries and big-name customers.

But while the company is growing steadily and making a name for itself well beyond the county's borders, it remains committed to providing an efficient and friendly service to loyal local customers who like to see the same faces arrive to carry out their annual alarm system maintenance.

# Cooking up a

Independent kitchen shop makes a meal of catering for all shopping tastes

THE Orange Tree Cook Shop is an exceptional supplier of kitchenware truly rooted in the community, writes Jenny Armstrong.

Run by personable grandmother Sandra Clarke on Herne Bay's High Street, customers are sure of helpful advice.

For Mrs Clarke, 55, the kitchenware business runs in the family. She said: "My dad had a cook shop in Whitstable for about 17 years. I set the shop up in 1998 as I thought Herne Bay could do with a cook shop.

The town didn't have anything like that at all – there are the odd pound shops and supermarkets that sell some things – but apart



from that there wasn't anything specialised in the town. So I thought I'd give it a go."

Mrs Clarke runs the shop herself and relishes the opportunity to get to know the townspeople. She said: "Over a period of time people get to know me, I get to know them and it's friendlier than a shop assistant in a big store who doesn't know you from Adam.

"It's nice really because over a period of time you get to see people quite regularly. A lot of people come in, especially a lot of more elderly people, for a chat.

"They don't come in to buy anything half the time but they ask about my holidays and the children. I'm in a small town and people have got to know me, which is nice because otherwise it can be a long day!

"It's nice to get someone in to pass the time. We donate raffle prizes to the schools and the summer fêtes so you get to be part of the community."

And the businesswoman believes her independent shop can do something the bigger stores cannot – cater to the needs of all.

She said: "The advantage of using a small trader is we sell all

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# bargain buy



**BAKING A PROFIT:** Orange Tree owner Sandra Clarke stocks those everyday kitchen items

the little bits and pieces the big places don't bother with. They are interested in the big machines and gadgets. I make sure I stock all the bottle brushes and sugar tongs.

"People always come in and say: 'You haven't by any chance got...?' I've been going 12 for years so, over that period of time, you do get to build up your knowledge. On the whole I can answer most of people's questions or get them what they want."

And Mrs Clarke has found the downturn has had some unexpected consequences in her field of business. She said: "Cupcakes are a really big trend at the moment. They have taken off



really, really well.

"Since the recession people have been coming back to do more cooking from basics. They're not buying pre-made food - they're making it themselves and doing their home-baking.

"It's not just the older generation now - it's the younger families with their kids learning to cook again."

## Recession fails to floor carpet specialist

THERE may be an underlying recession, but an Ashford flooring business has bucked the trend by opening a brand-new showroom on the prestige Orbital Park site.

Trevor White set up Diamond Floorings as a mobile flooring business just three years ago, driving out to potential customers and leaving them with samples they could look through in the comfort of their own homes.

Despite launching during the worst economic conditions for decades, the business took off, and Trevor soon realised that he needed a permanent showroom to capitalise on the increasing demand caused by referrals from his existing customers.

"It's been astonishing," said Trevor. "While other businesses are struggling, our sales have increased to the point where I needed to open a showroom to meet demand. I couldn't drive quickly enough to get round the customers who wanted me to visit them!"

The result is a new showroom housing a wide range of carpets and vinyl floor coverings at The Glenmore Centre, Moat Way, on Ashford's prestige Orbital Park. Diamond Floorings is the area's only stockist for the exclusive British-made Victoria Carpets range and for Karndean designer floor tiles.

The showroom, which opened at the weekend, will serve both domes-



PHOTOS: DOUG HARTRANFT PHOTOGRAPHY

**WALL TO WALL:** Diamond Floorings' new showroom

tic and business customers with a range of quality floor coverings, from premium carpets and designer vinyls to top-name laminates.

"The showroom has a much more intimate feel than the traditional warehouse-type building and I'm determined to continue to offer the personal service that has helped us to get to this position," said Trevor.

"In particular, we will continue to offer hassle-free fitting at a time that suits the customer and we will do any furniture moving necessary, get rid of the old flooring and vacuum behind us."



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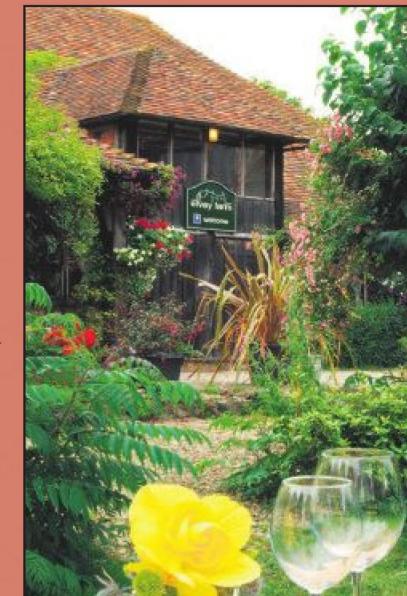
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# Meet Brittain's most trusted sales staff

STAFF at Brittain & Hobbs have been providing people in Sittingbourne and Sheerness with electrical appliances since 1972, writes Jill Hurst.

While other independent firms have crumbled in times of economic hardship or up against corporate giants, this family business has managed to entrench itself so well it's become part of the fabric of both towns.

The firm sells a range of appliances including washing machines, cookers and televisions, together with smaller items such as toasters and irons. It also runs a rental centre and repair service for its own items in addition to electronic goods, laptops and games consoles.

Although still involved in the rental side of things, founder Ron Brittain has passed the day-to-day running of the company to his son Robert and a team of 16 staff, including branch manager Michael Prizeman.

Michael believes the continued success of



**PLUGGED IN:** The successful team of 16 staff at Brittain & Hobbs is lead by branch manager Michael Prizeman (left)

Brittain & Hobbs is down to its customer service. He said: "It's a very friendly place to work. I've been here 14 years and some of our engineers have been here donkey's years."

Michael says this has resulted in a consistency customers have come to trust. "There's certainly more repeat business here than anywhere else I've worked and that's a reflection of the level of service."

"Our aim is to provide a quick and personal service. Bigger chains may have stores in the area but their warehouses are located in various parts of the country. This means customers have to wait for their orders."

"We have a warehouse on site so if you buy a fridge-freezer in the morning you can have it in the afternoon."

"Unlike the big chains we provide a complete service so our engineers won't just dump stuff and run. If they're delivering a television, for example, they'll make sure it's set up and the customer is happy before they leave."

"It's small details that make a difference



and that's why people come back to us."

Brittain & Hobbs take their position in the community seriously, participating in town events such as the carnival and sponsoring a charity fun day each year.

They've also moved with the times using the internet to spread their message and keep in touch with clients – boasting 300 friends on the social networking website Facebook.

Hard work, reliable products, trustworthy staff and a commitment to the community seems to be their formula for success.

And having made the final 12 in the Swale Chamber of Commerce's business of the year award – with the winner being announced in

October – it seems the customers aren't the only ones who think so.

• Brittain & Hobbs are at 6 Roman Square, Sittingbourne, and 22-24 High Street, Sheerness. You can contact them on 0800 027 3500 or [www.brittainandhobbs.co.uk](http://www.brittainandhobbs.co.uk).



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Tuesday 21st	Buckingham Palace	(SOLD OUT)
Thursday 23rd	Boulogne	£24.00
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Saturday 27th	Brussels Xmas Market (2 Day Break)	From £93.00
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Tuesday 30th	Westfield Shopping Centre	£17.00

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Saturday 4th	Disneyland, Paris at Christmas	£67.50
Sunday 5th	Bruges Christmas Market	£32.00
Monday 6th	Afternoon Cite Europe	£14.00
Wednesday 8th	Camden Lock Town & Markets	£17.00
Friday 10th	London Lights & Sights	£16.00
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# Taste Kentish fare in ideal historic setting

ELVEY Farm is a medieval farmhouse in a magical setting in the village of Pluckley and a visit there is like stepping back in time, writes Nick Ames.

Meridian TV's Jeff Moody is the man behind one of the county's top venues when it comes to stylish dining and last Christmas opened the restaurant.

Since then Jeff and his partner Simon have been amazed at the number of people who come to eat at their restaurant.

"We see so many familiar faces," said Jeff. "Some people come back week after week, which is lovely because you get to know them."

The restaurant is in a 16th-century barn and enjoys a wealth of period features and views over the fields.

Specialising in old-fashioned Kentish recipes, it showcases some of the best local dishes.

The kitchen has also resurrected some old classics, such as game meatballs, and apple and cobnut pudding, and these sit comfortably alongside modern alternatives such as salmon and prawn terrine.

Chefs have created a dish called A



Taste of Kent, which includes hop-picker's pie, hunter's pie and venison and chestnut casserole.

Staff have tracked down many of the old recipes to create truly unique food such as a watercress lady's lunch and thresher flan.

Gypsy tart is also a current favourite on the menu as a dessert.

Jeff said he wanted a new challenge and the chance to be his own boss after years as a TV reporter.

He said: "Being independent has given us the chance to experiment

and ensure that we keep to local recipes and produce.

"Our motto is 'Kentish to the Core' and that includes making sure even the soap is made locally.

"We think it's extremely important to do this. Our meat comes from a farm just down the road in Smarden and our fish is caught off Hythe.

"The Old Kentish recipes are all faithful recreations alongside our own creations.

"For instance, the watercress lady's lunch is in honour of a local ghost – an elderly lady who smoked a pipe and drank gin, but set herself on fire and then drowned after jumping into a stream to try and put the fire out.

"It's a duck breast salad with juniper berries and marinated in gin. This is just one of the advantages of being an independent business. We can try out different things and express ourselves."

Jeff added that he was very happy in his role as a restauranteur and guesthouse owner.

"I spent a long time in TV, both BBC and ITV2," he said. "But now I'm doing what I always wanted – being my own boss and having the chance to express myself and do what I want to do."

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Ramsgate Sports Centre (Family)	6.00pm - 7.30pm
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parties available	4.30pm - 5.30pm
Dover Leisure Centre	4.00pm - 5.30pm

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# You'll love being on the road to Santa Fe

WHAT'S the most important part of your new car? Miles to the gallon, resale value, CD system?

No. If you intend to drive any distance, comfortable, supportive seating is number one.

After 30-odd years of driving, I've lost count of the back trouble I've suffered due directly to rubbish seating in cars.

For me it's top priority and drivers who suffer the same problem should remember it as they sign the cheque for their shiny new motor.

So, the only thing I was going to criticise about the Hyundai Santa Fe was the driver's seat: electrically adjustable, leather, heated, so it should have been easy to get comfortable.

But it wasn't. I needed more lumbar support and cussed it a few times until the eighth day (and almost 900 miles later), as I prepared to return it to Hyundai, I discovered – conveniently placed on the side of the seat – two buttons... to alter lumbar support.

How I missed it I will never know. Perhaps it was the fact that it was loaned for a week-long holiday in Norfolk and I was on my way within hours of taking delivery.

But I can confirm that for the final few miles in my stewardship the seat was finally comfortable, perhaps it could have done with a fraction more side support when taking bends, but it would be churlish to complain.

So, the Santa Fe is a fine 4x4, good-looking in the same way Merc off-roaders manage and – I'll whisper this – it's a bargain.

Ignore the green anti 4x4 brigade and consider the Santa Fe – a good-looking estate car with stacks of space and rugged 4x4 when the going gets tough.

Hyundai provided a top-spec CRD with seven leather-trimmed seats and a smooth

## Hyundai Santa Fe

From £21,620 - £25,705 on the road

17" alloy wheels  
4WD system - torque on demand with lock in 4WD  
5 or 7 seats  
6 airbags with roll-over sensor  
Air-conditioning  
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Leather steering-wheel and gear knob  
Reversing sensors (body coloured)  
Rear spoiler with integral brake light  
Self-levelling suspension (7 seat only)

six-speed auto box, which lists at £25,705.

Its 194bhp 2.2 litre diesel actually feels much bigger and, even with auto, she'll tow 2,000kg.

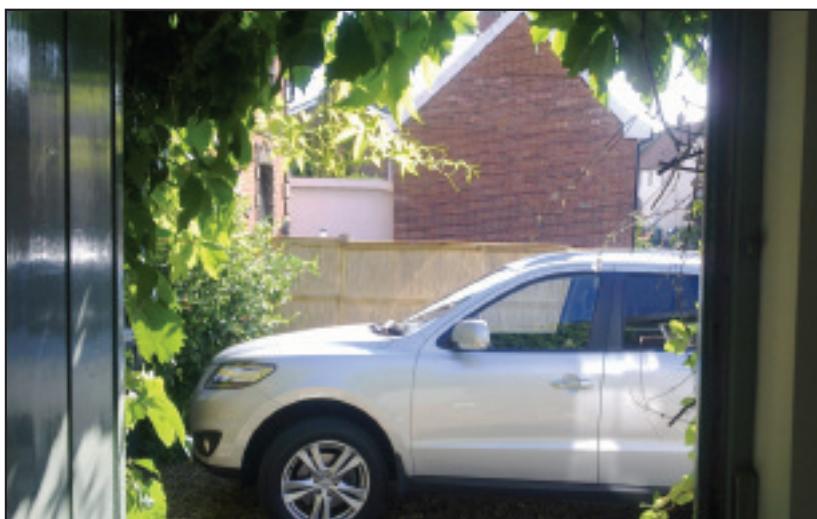
The lower spec Style starts at just over £21,620, so we are talking value here.

The green dashboard ECO light comes on when you're driving sensibly, 2,000 rpm means about 70 in 6th, so mid 30mpg is easy.

It feels as familiar as a Ford Fiesta to drive, and despite the size, is easy to manoeuvre. The indicator and wiper stalks are on the 'wrong' side, like old Japanese cars, as is the South Korean way, but you soon get used to it.

The seven-seat option was perfect for a week's holiday with three teenagers. On the journey to Norfolk they sat in the back, and the load compartment swallowed enough luggage for the trip and the self-levelling suspension kept the whole car in shape.

In Norfolk I spent a lot of time on country roads doing 30-50 mph. It's not a sports car and



**ALL-ROUNDER:** The Hyundai Santa Fe was perfect for a family trip to Norfolk, with its even-seat option and iPod docking

I wouldn't drive it as such. She rolled a bit more in corners than a saloon or estate but slow in accelerate out on bends meant swift progress with a minimum of passenger discomfort.

The Santa Fe has specific MP3 and iPod sockets to play through the decent stereo, which forms part of a neat, tidy dash, bathed in blue light, which I like.

Will she off-road? Yes, I think so. A couple of passing places in narrow lanes had me welcoming the electrically folding door mirrors and I had a couple of the wheels 'off-road'.

I discovered you could turn off the ESP and engage the diff lock to get muddy but I didn't

need to. The biggest benefit though for my return to Kent and its terrible road surfaces was the sensibly profiled road tyres on hand-some alloys. No pothole fears with this baby.

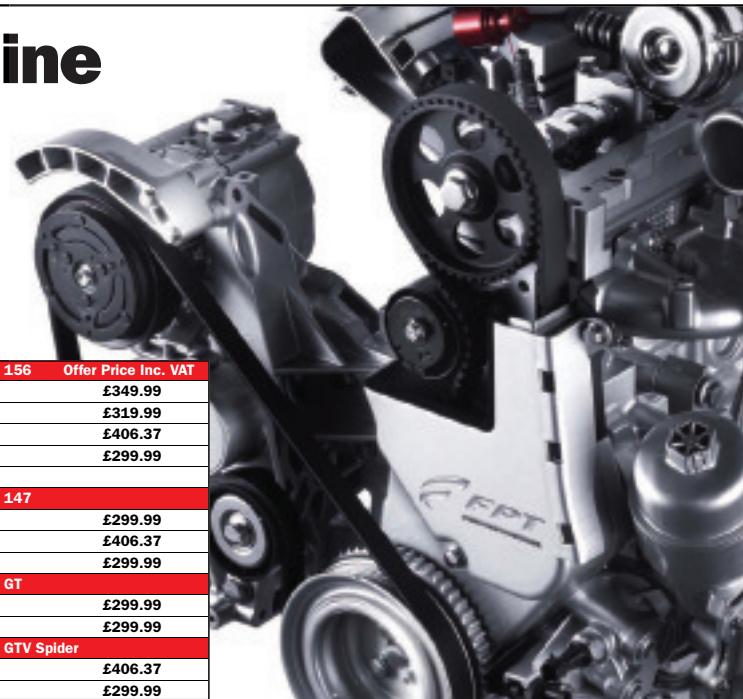
The likes of Kia and Hyundai have come on massively in the past 10 years and they make cracking motors now that compete with the best and with their gold-plated warranties they are now world bestsellers. Enough said.

My tip would be choose according to your dealer. Many are brilliant, some may not be, so ask around and trust your instinct.

**Gary Wright**

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2.0 TS	£406.37
2.0 JTS	£299.99
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WHEN money is tight, the last thing many of us need is to fork out thousands on a new car or spend hundreds of pounds on repairs.

But if your motor gives up the ghost, leaving you without wheels, then a new car, or paying for repairs to your current one, is an expense that must be met.

The internet is bursting with bargains and offers that seem – and often are – too good to be true.

Many local dealers say that the deals found online come with catches and clauses not always obvious to customers, plus there is the fact that it is much harder to examine a car that may be shipped to you from the other end of the country, or even abroad, for yourself.

So why should buyers buy their car from a local dealership?

Bryan Smith, the principal dealer at Baileys Nissan in Canterbury said that local dealers offer many deals as competitive as you would find elsewhere.

He said: "Staying with a local dealership is simple. If you have any issues with the car then you can deal with us face-to-face and resolve those issues in person. This could save you a lot of time and money in the long run.

"If you pick up a car that's delivered from, say Edinburgh, and it turns up with a scratch on it, then your problem is with the dealer there.

# Why keeping it local can bring you peace of mind

**Buying from a trusted local dealer brings benefits over internet deals**



**WHAT PRICE SATISFACTION?** Great service brings drivers back to their local dealer, something internet deals cannot equal

"Also, the local dealer is as competitive as ones elsewhere in the country as we all work to the same margins, so there shouldn't be much difference in the transaction price.

"The internet changed the industry, but a lot of the offers that are advertised don't even exist. We always have offers on new cars, offer low-rate financing, free roadside assistance,

minimum part-exchange deals and incentives for our loyal customers. I think this is why people come back to us, as well a high-level service. At Baileys we like to treat our customers as part of the family."

Steve Ashby, sales manager at Pierremonts in Broadstairs, said the relationship that is built up with customers is a key part of what makes local dealers a better bet.

"The aftercare is an important thing, as well as what we can do for the customer once they've taken the car home.

"We will look after their needs in the future if we can, taking time to understand what the person wants.

"It's not just about making a profit for dealerships like ours. If you give someone good service then they are likely to return, and that in itself is valuable to us.

"We have some people who have been coming to us for years, to get car after car, and that is a really nice feeling, to know that person is satisfied by the service we offer.

"Also there is that reassurance that the car's history is known to us, which might not be the case if ordering from the internet.

"It all goes to show that staying local really is a great option."

**Thomas Betts**



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# Documentary-style thriller can't exorcise sense of the ridiculous

■ BY DAMON SMITH

FILMED in the faux documentary style, popularised by *The Blair Witch Project* and *Paranormal Activity*, *The Last Exorcism* follows a fourth generation evangelical preacher as he attempts to expose exorcism as pure bunkum.

With a camera crew conveniently behind him to capture every bump in the night, the man of God instead comes face to face with pure evil and perhaps the one bona fide case of demonic possession in his career.

Director Daniel Stamm attempts to create the illusion of reality by allowing the cast to improvise around a loose narrative framework, and many of the actors play characters with the same Christian names.

However, Huck Botko and Andrew Gurland's underlying script increasingly strains credibility and the camera has a knack of pointing in the right direction to capture vital parts of the narrative, when there should be some events which bypass the lens entirely.

*The Last Exorcism* opens in Baton Rouge, Louisiana, where Reverend Cotton Marcus (Patrick Fabian) tends to his flock.

Pressed into service at an early age, Cotton followed in the clerical footsteps of his father John (John Wright Jr), praising the Lord to his faithful believers, his wife Shanna (Shanna Forrestall) and son Justin (Justin Shaffer).

The holy man has slowly lost his faith and has decided to expose the smoke and mirrors he uses to conduct fake exorcisms.

So he travels to Ivanwood with director Iris (Iris Bahr) and her cameraman to meet farmer Louis Sweetzer (Louis Herthum), who believes that his daughter Nell (Ashley Bell) is possessed by the dark side.

Cotton conducts the fake exorcism, and both Louis and Nell believe the evil spirit has been purged from her body.

Soon after, events spiral out of control and



**CREATING REALITY:** Iris Bahr as Iris Reisen, Caleb Landry Jones as Caleb Sweetzer and Louis Herthum as Louis Sweetzer, and right, Patrick Fabian as Reverend Cotton Marcus and Ashley Bell as Nell Sweetzer

Cotton is forced to return to the Sweetzer homestead with the camera crew to consider the possibility that Nell might be under the influence of a demon after all.

"I'm not comfortable that we're in a house with a girl who is drawing pictures of me with my head chopped off," says the cameraman, speaking for us all.

*The Last Exorcism* is well made and night time scenes are particularly effective, captured in the light fixed on top of the camera which swoops back and forth, looking for fig-

ures in the all-enveloping darkness.

Fabian is an engaging central protagonist and by the end of the film, Bell has staring lifeless into the camera down to an art form.

If Stamm's film is anchored in reality, it cuts itself free for the overblown resolution, which attempts to give credence to the disturbing images in Nell's drawings.

Crucially, if this was a real documentary made on the Sweetzer estate, then the final frames logically suggest the footage would never see the light of a brand new day.



**THE LAST EXORCISM** Certificate 15

Pictures: PA PHOTO/OPTIMUM RELEASING



**OLD CODGERS:** The sun has finally set on *Last of the Summer Wine*



## YOUR TV REVIEW FAREWELL TO LAST OF THE SUMMER WINE, BIG BROTHER AND THE BILL

THREE TV stalwarts came to an end this summer: *Last of the Summer Wine*, *Big Brother* and *The Bill*.

*Last of the Summer Wine* has been on the box my whole life.

Every episode seemed much the same. Three old codgers end up plummeting down a hillside after having got tangled up in some escapade involving tights and an old bath/bicycle/canoe/pram or whatever comical mode of transport the writer had chosen that week.

It was a bit like watching the Goodies on vitamin supplements.

As a child, it was a marker that the weekend was over.

When I was at university I lived near Holmfirth, the Yorkshire village where the series is shot. Bus loads of tourists would come to walk past Nora Batty's house or have a cup of tea at Sid's Cafe, where Compo,

### ■ BY ED HILL

Clegg and whoever the tall one was that series, would hang out.

A mature student in my year, Terry, claimed he was Compo's stuntman. He certainly looked the part. He said it helped to bring in a bit of extra cash when he wasn't running his market stall in Leeds.

The script consisted of endless discussions about Eccles cakes, ladies' undies and hapless husbands, punctuated by accidents that would send a pensioner to the grave.

More recently the show became a sort of retirement home where every old actor or actress who had ever been in a TV sitcom could remind us they were still alive.

As for *Big Brother*, no doubt TV executives will miss the cost-effic-

tiveness of filling their schedule with hours of footage about nothing.

I have not watched it since the first series, when it seemed like an interesting social experiment. After that I took an occasional glance at the celebrity series until I realised I did not know who any of them were.

Finally, the coppers at Sun Hill have felt their last collar. *The Bill* seemed fresh and realistic when it started but I lost interest when it went to three episodes a week. I feel sorry for all those actors fresh out of drama school. Where will they go for their first telly job?

If you miss these shows I say forget television and support your local pub. You can see OAPs bickering about the pointlessness of life there every night. If you are lucky, they may end up in a police cell. Then the regulars can decide which one to vote out.

## MOTORS NEWS

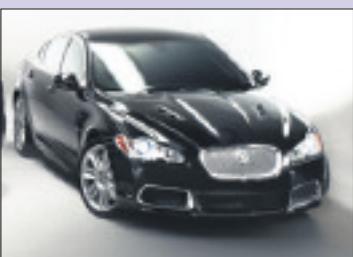


### Ford peps C-Max appeal

FORD'S all-new C-Max MPVs go on sale next month from £16,745.

The five-seater is intended to uphold the out-going car's reputation as one of the sportier people carriers on the market, while the seven-seat Grand version (£18,745) with twin sliding rear doors is a new departure – the first generation C-Max was only ever available with five seats.

Both versions will sell as well-specified premium models with just Zetec and Titanium trim levels – at least initially – and a choice of three petrol and two diesel engines.



### Jaguar leaping ahead

JAGUAR sales are roaring – the UK sporting executive marque said sales have leapt 45 per cent so far this year and a whopping 74 per cent in August against August 2009.

This was achieved despite the end of X-Type production and no replacement model and while largely driven by the success of the XF, which outsold its Audi and BMW rivals in every month so far this year, the new XJ saloon was also director's car sector best seller for May, June and July.



### Nissan turns a new Leaf

ORDER books have opened on Nissan's new Leaf – claimed to be the world's first affordable, mass-produced, 100 per cent electric vehicle.

Deliveries start in March, priced at £23,990 – including a £5,000 government incentive and the new 20 per cent VAT rate – but Nissan says it will be possible to run the Leaf for less than two pence a mile and with reduced servicing costs, exemption from London's congestion charge, zero road tax and zero benefit in kind penalties for company car drivers.



**MAKING A NOISE:** Peugeot has raised its game in the MPV stakes and the 5008 offers the versatility demanded by users and the glass cabin gives it an exemplary fit and finish

# Peugeot finally gives table a thump with new 5008

THERE probably isn't a lot of Gallic shoulder-shrugging and table thumping at Peugeot.

But the 'quiet man' of the French motor industry has waved its arms around lately with: a Nissan Qashqai riposte (3008), a stunning rival to the Audi TT (RCZ Coupe), a supercar concept and plans to take the 'Lion Brand' from No10 to No7 in global production volumes within five years by launching 14 new models.

Oh, and it just did an about face and launched a proper people carrier and it's one of the best – the seven-seat 5008 (from £17,495).

Marketed as "Enjoyed by families – loved by drivers" it mostly gets away with it too, although any MPV is bound to stretch the latter point and the 5008 is outclassed by a Ford S-Max on a winding rural road, but the Ford can't match the Peugeot's ride quality, so it comes down to personal preference.

The executive class cabin features exemplary fit and finish – Peugeot has raised its game here lately – plus the vital versatility that MPV buyers demand.

The 5008 has good individual seating for seven or multiple permutations – helped by the

## ROAD TEST

HYHYHYHYHYH

■ BY STEVE LOADER

### STAR QUALITY

#### Driving appeal

★★★★★

#### Image

★★★★★

#### Space

★★★★★

#### Value

★★★★★

#### Running costs

★★★★★

#### Reliability

★★★★★

#### Green rating

★★★★★

sliding mechanism on the three second row chairs – and with all five rear seats capable of folding flat for van duties.

Rarely for this sector, the rearmost pair also takes adults rather than being restricted to passengers who keep asking Dad "are we there yet?" when he's already ratty from having to buy an MPV.

Not surprisingly, the flagship Exclusive spec test car with a 1.6-litre HDi 110bhp diesel helped first impressions with its full-length panoramic roof plus powered sunblind and head-up display showing speed and a distance alert for the car in front reflected in your sight line.

However, the test car's six-speed EGC (electronic gearbox controlled) transmission had me in two minds – much the same can be said for the device itself.

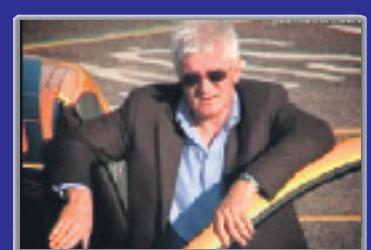
On paper, this clutchless manual delivers better and greener performance than the manual for just £400, but the fully auto changes are jerky and erratic. Buy it if you mostly prefer manual changes and would use auto only in town traffic – don't buy if you habitually drive an automatic because it won't be smooth enough in most situations.



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BY STEVE LOADER @**

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**2003 Skoda Octavia 1.8 T Elegance 5-Dr Hatchback**  
 Finished in Admiral Blue Metallic with a Black Cloth interior, 12,403 miles. Was £4,995. **Now £4,495\***

**2001 Skoda Octavia 1.4 Classic 5-Dr Hatchback**  
 Finished in Silver Metallic with a Grey Cloth interior, 79,450 miles. £2,995\*

**Skoda Fabia 1.2 Estate**  
 Saturn Grey, Top of the Range, 10,700 miles. £9,495\*

**2008 Skoda Fabia 1.9 TDI Estate**  
 Dark Grey, 25,310 miles. £9,495\*

**2008 Skoda Fabia 1.1.2 HTP 6V (60 BHP) 5-Dr Hatchback**  
 Finished in Dynamic Blue with a Black Cloth interior, 13,200 miles. £6,995\*

**2007 Skoda Fabia 2 1.2 HTP 12V (70 BHP) 5-Dr Hatchback**  
 Finished in Flamenco Red Metallic with a Black Cloth interior, 13,295 miles. £6,995\*

**2008 Skoda Fabia 1 1.2 HTP 6V (60 BHP) 5-Dr Hatchback**  
 Finished in Storm Blue Metallic with a Grey Cloth interior, 26,875 miles. £6,495\*

\*Correct at time of going to press.

## Used Car Section

**Skoda Superb 2.0 Elegance**  
 Black, 1 owner from new, Sat Nav, Climate Control, Leather Trim. £6,995\*

**Skoda Fabia 1.9 TDI Estate**  
 Red, FSH, 51,768 miles. £6,495\*

**2004 Skoda Fabia 1.2 HTP (54 BHP) Classic 5-Dr Hatchback**  
 Finished in Dynamic Blue Metallic with a Black Cloth interior, 48,500 miles. £3,995\*

**2003 Skoda Fabia 1.2 HTP (54 BHP) Classic 5-Dr Hatchback**  
 Finished in Dynamic Blue with a Black Cloth interior, 81,500 miles. £2995\*

**Skoda Roomster 1.9 TDI**  
 Silver, 11,000 miles. £10,795\*

**Skoda Roomster 1.6 16v, Automatic**  
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## Other Makes

**2008 Mitsubishi Lancer 1.6 Equipe 4-Door Saloon**  
 Finished in Metallic Gunmetal Grey, Manual, 21,800 miles. £7,995\*

**2004 Volkswagen Touran 1.6 S (100BHP) 7-Seat**  
 Finished in Blue Metallic with a Grey Cloth interior, 50,500 miles. £6,995\*

**SEAT Ibiza 1.4 16v Style**  
 Silver, FSH, 1 owner from new, 16,190 miles. £6,495\*

**2006 Fiat Punto 1.2 Active 5-Door Hatchback**  
 Finished in Astral Blue Metallic with a Black Cloth interior, 41,430 miles. £4,495\*

**2004 Citroen C3 Pluriel 1.6 2-Door Cabriolet Jan 2004**  
 Artic Steel Metallic 86,467 miles Manual Petrol £3,995\*

**2002 Daewoo Tacuma 1.6 SE 5-Door MPV**  
 Finished in Imperial Blue Metallic with a Black Cloth interior, 59,500 miles. £2,995\*

**Rover 23 GSI 1.4 3dr**  
 Grey, 55,000 miles. £2,495\*

## Clearance Sale

**Skoda Octavia 1.9 TDI Elegance**  
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**2002 Suzuki Wagon R 1.3 GL 75 BHP 5-Door Hatchback Mar**  
 Bright Red 39,350 miles Manual Petrol. Was £3,995. **Now £2,995\***

**2006 Ford Ka 1.3 3-Door Hatchback**  
 Finished in Colorado Red with a Black Cloth interior, 56,500 miles. Was £3,995. **Now £3,295\***

**2002 Renault Clio 1.2 Expression 5-Dr Hatchback**  
 Finished in Moondust Metallic with a Black Cloth interior, 74,300 miles. Was £2,995. **Now £2,295\***

**2004 Ford Ka 1.3 3-Door Hatchback**  
 Finished in Blue Metallic with a Black Cloth interior, 39,500 miles. Was £2,995. **Now £2,295\***

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 159, 2.4 JTD LUSSO, 2006, abs brakes air con alloys cd player diesel electric windows immobiliser metallic paint multiple airbags power steering remote central locking remote audio controls, grey, 64642 miles, £8000, Ashford, 0844 826 5918 (TRADE)  
 159, MPI Turismo, 2008, abs brakes air alarm fitted alloy drivers airbag electric windows immobiliser multiple airbags single cd player traction control remote central locking child seat points remote audio controls, black, 36301 miles, £9000, Canterbury, 0844 856 4494 (TRADE)

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1 SERIES, 120D SE Steptronic Auto, 2007, abs brakes air con alloys cd player central locking climate control diesel electric windows front fog lights full service history immobiliser metallic paint power fold mirrors power steering single cd player tinted glass tonneau cover traction control twin airbags remote central locking adjustable steering column rear armrest space saver spare wheel, silver, 65203 miles, £7500, Canterbury, 0844 856 4494 (TRADE)

1 SERIES, 116i SE, 2006, abs brakes air con alarm fitted alloys cd player electric windows front fog lights immobiliser metallic paint multiple airbags power steering sports seats traction control remote central locking isofix child seat points remote audio controls, black metallic, 59000 miles, £8000, Ashford, 0844 826 5918 (TRADE)

1 SERIES, 118D M Sport, 2007, abs brakes air con alarm fitted alloys cd player cruise control diesel electric windows front fog lights immobiliser metallic paint multiple airbags power steering seats traction control remote central locking isofix child seat points remote audio controls, black metallic, 55000 miles, £12000, Ramsgate, 0844 856 4496 (TRADE)

3 SERIES, 320D ES TOURING, 2004, abs brakes air con alarm fitted cd player bbs bars cd player central locking diesel electric windows front fog lights full service history immobiliser metallic paint power fold mirrors power steering single cd player tinted glass tonneau cover traction control twin airbags remote central locking adjustable steering column rear armrest space saver spare wheel, silver, 65203 miles, £7500, Canterbury, 0844 856 4494 (TRADE)

3 SERIES, 320d SE Auto, 2007, abs brakes air con alarm fitted alloy wheels automatic transmission cd player central locking climate control cruise control drivers airbag electric windows multiple airbags power steering, black, 10567 miles, £19000, Ramsgate, 0844 856 4496 (TRADE)

TACUMA, SE, 2004, abs brakes air conditioning alarm fitted cd player central locking drivers airbag electric windows immobiliser metallic paint power steering single cd player split folding rear seats twin airbags remote central locking, red, 19000 miles, £2950, Ashford, 0844 826 5918 (TRADE)

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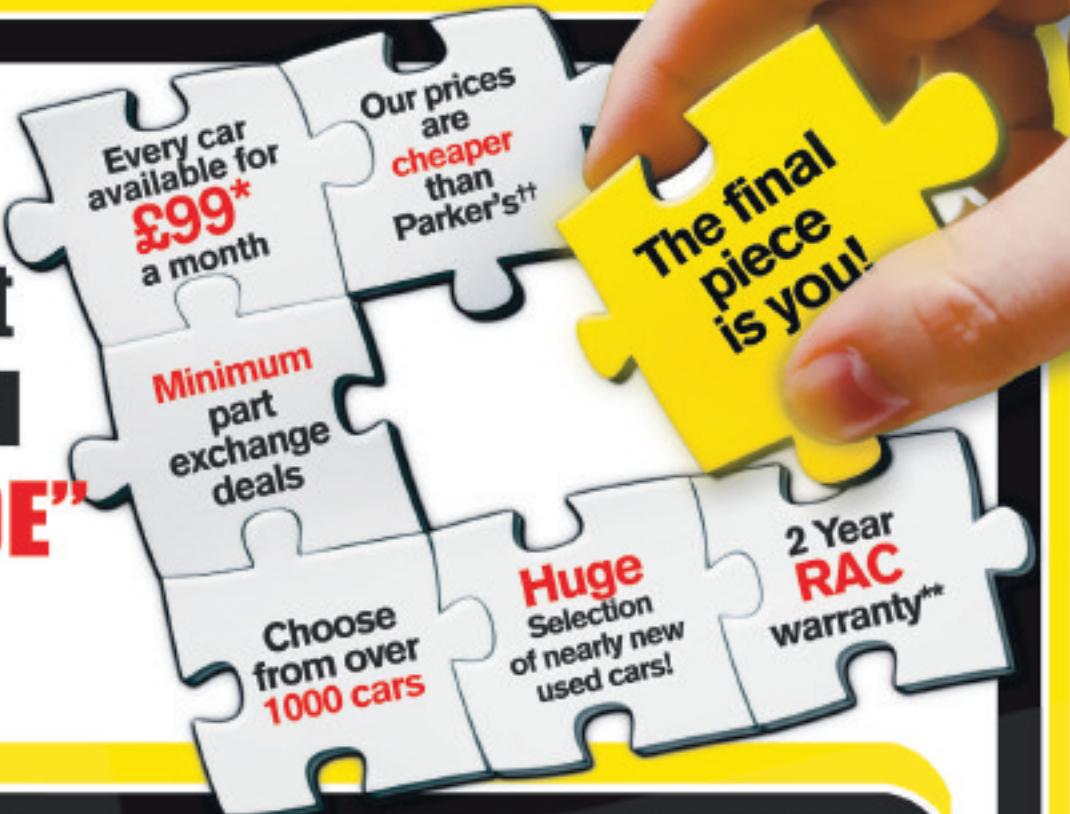
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Finance Example\* 07/07 Ford Focus 1.6 LX 5dr £40 Credit Facility Fee is included.\* A £299 Completion Fee is included in the Final Payment.

Cash Price	£7,000	Deposit	£2,400	Final payment*	£2,577.47	Total amount payable	£8,588.51	Total charge for credit	£1,249.51	Mileage per annum	6,000	Excess mileage charge per mile	14.4p	15.18% APR	36 monthly payments	£99.19
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	<b>05 Ford Focus C-Max 1.6 MPV 5dr</b> in Panther Black, 42561 miles			
Cash Price	Deposit	47 Monthly Payments	Weekly Equivalent	1 Final Payment
£5999	£599.90	£130.82	£30.00	£280.79
Total Amount Payable £7199.23*	APR 9.9%	Typical		

	<b>06 Ford Mondeo 2.0 Diesel Hatchback 5dr</b> in Metallic Blue, 71034 miles			
Cash Price	Deposit	47 Monthly Payments	Weekly Equivalent	1 Final Payment
£5999	£599.90	£130.82	£31.00	£280.79
Total Amount Payable £7199.23*	APR 9.9%	Typical		

	<b>04 Ford StreetKa 1.6 Convertible 2dr</b> in Silver, 71067 miles			
Cash Price	Deposit	47 Monthly Payments	Weekly Equivalent	1 Final Payment
£3899	£389.90	£84.13	£54.00	£234.31
Total Amount Payable £4748.32*	APR 9.9%	Typical		

	<b>07 Kia Sedona 2.9 Diesel MPV 5dr</b> in Silver, 31095 miles			
Cash Price	Deposit	47 Monthly Payments	Weekly Equivalent	1 Final Payment
£8699	£869.90	£190.85	£43.00	£340.64
Total Amount Payable £10350.49*	APR 9.9%	Typical		

	<b>07 Vauxhall Astra 1.3 Hatchback 5dr Manual</b> in Silver, 79288 miles			
Cash Price	Deposit	47 Monthly Payments	Weekly Equivalent	1 Final Payment
£5499	£549.90	£119.70	£27.00	£269.90
Total Amount Payable £6615.70*	APR 9.9%	Typical		

	<b>07 Ford Fiesta 1.4 Diesel Hatchback 5dr</b> in White, 22859 miles			
Cash Price	Deposit	47 Monthly Payments	Weekly Equivalent	1 Final Payment
£6999	£699.90	£153.05	£35.00	£303.07
Total Amount Payable £8366.32*	APR 9.9%	Typical		

Here is just a small selection of our stock available all with unbelievable weekly payments!

KA	09 FORD FOCUS 1.8 TDCI ZETEC 5DR 6966 MILES .....	£11799
59 FORD KA 1.2 STUDIO 3DR 3092 MILES .....	£6999	£6499
59 FORD KA 1.2 STUDIO 3DR 12002 MILES .....	£6999	£6699
54 FORD KA 1.3I STYLE [70] 3DR 34011 MILES .....	£1899	£7499
04 FORD STREETKA 1.6I LUXURY 2DR 71067 MILES .....	£3899	£3899
Fiesta	MONDEO	MONDOE
07 FORD FIESTA DIESEL HATCHBACK 1.4 TDCI ZETEC 5DR [CLIMATE] (2005 - 2008) 22859 MILES .....	£5999	£5999
C-MAX	55 FORD MONDEO 1.8 LX 5DR 40589 MILES .....	£4499
07 FORD C-MAX ESTATE 1.6 STYLE 5DR (2007 - ) 43548 MILES .....	£5999	£3299
07 FORD C-MAX ESTATE 1.8 ZETEC 5DR (2007 - ) 28104 MILES .....	£6799	£8499
06 FORD FOCUS C-MAX DIESEL ESTATE 1.8 TDCI GHIA 5DR [EURO 4] (2005 - 2007) 19594 MILES .....	£7499	£4699
55 FORD FOCUS C-MAX ESTATE 1.6 LX 5DR (2003 - 2007) 52562 MILES .....	£5499	£8699
56 FORD FOCUS C-MAX ESTATE 1.6 ZETEC 5DR (2003 - 2007) 35234 MILES .....	£6999	£1699
07 FORD FOCUS C-MAX ESTATE 2.0 ZETEC 5DR AUTO (2005 - 2007) 47196 MILES .....	£7499	£4999
07 FORD FOCUS C-MAX ESTATE 2.0 ZETEC 5DR AUTO (2005 - 2007) 9136 MILES .....	£8399	£2199
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FOCUS	54 HYUNDAI COUPE 2.7 V6 3DR 33000 MILES .....	£4699
56 FORD FOCUS DIESEL ESTATE 1.6 TDCI LX 5DR (2005 - 2007) 40422 MILES .....	£6499	£5399
56 FORD FOCUS DIESEL ESTATE 1.6 TDCI LX 5DR [110] [EURO 4] (2005 - 2007) 57484 MILES .....	£5999	COMING SOON
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(2005 - 2007) 41967 MILES .....	£5999	£5999
07 FORD FOCUS HATCHBACK 1.6 ZETEC 3DR AUTO [CLIMATE PACK] (2005 - 2007) 52350 MILES .....	£6499	57 VAUXHALL ASTRA 2.0T 16V VXR 3DR 30170 MILES .....
06 FORD FOCUS HATCHBACK 1.6 ZETEC 5DR [CLIMATE PACK] (2005 - 2007) 45686 MILES .....	£5999	£3499
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07 FORD FOCUS HATCHBACK 1.8 ZETEC 3DR [CLIMATE PACK] (2006 - 2007) 62000 MILES .....	£5999	£6799
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## PROPERTY NEWS

### Construction slowdown bad news for builders

A NOTED fall in construction orders in recent weeks is bad news for the industry, the Federation of Master Builders (FMB) has said.

Recent reports say seven per cent more surveyors have reported a fall in total construction workloads during the summer.

Figures from the Royal Institution of Chartered Surveyors found public housing and other municipal works were the worst-affected sectors, probably as a result of cuts in government spending.

Additionally, the latest Markit/CIPS Construction Purchasing Managers' Index shows UK construction activity slowed to its weakest level in four months in July.

Brian Berry, director of external affairs at the FMB, said: "Sadly, none of this is a total surprise as it reflects the feedback we have been getting from our members about the building industry suffering because there is less government money available for capital projects."

However, he went on to say that the Government's green deal, which will see 26 million homes refitted, could potentially offer new job opportunities.

### Mortgage rise fails to turn market forecast

THE number of mortgages being granted is up on the month – but down on the same period last year.

But it has led to some reports the housing market is heading for a double dip recession after it was revealed that the lending figure was the second lowest ever, compared with payments.

Gross mortgage lending increased by five per cent, to £13.6 billion, in July – up from the £12.9 billion seen in June, but lower than the £14 billion in July, 2009.

CML economist Paul Samter said it is difficult to see any particular speed being injected into the market for the rest of the year, with low lending and transaction levels dragging things down.

"But for most home owners, the situation is not that bleak," he said. "The vast majority of households continue to pay their mortgages in full every month, and many have benefited from the record low interest rates."

The margin between mortgage rates and the cost of funding to lenders through the swap rate market is at an all-time high, research from Moneyfacts recently suggested.



# Buyers choose comfort over green technology

■ BY NICK AMES

A SURVEY of estate agents has revealed the kind of features that homebuyers look for when choosing a new home.

And surprisingly, tastes have not been too heavily influenced by environmental considerations.

In this age of green living, when recycling and global warming are at the forefront of the news, features such as solar panels and views of eco-friendly wind turbines etc were considered the least appealing, whereas enhancements such as conservatories came out on top.

The research was conducted on behalf of Specflue, a UK supplier of flue, stove and chimney products, and asked experts what makes a property appealing to potential purchasers.

More than 80 per cent of estate agents rated a conservatory as the feature most likely to appeal to a purchaser, in comparison to solar panels and wind turbines only scoring 14 per cent and three per cent respectively.

Gemma Collins, spokeswoman for Elephant Windows in Kent, said: "I am not overly shocked by these results, as although the property market is currently on a rollercoaster ride and finances are uncertain with the ever looming effects of the recession, our sales in conservatories have almost doubled."

"What once could have been named the ultimate luxury within a household has now become affordable and can actually add thousands of pounds to the price of a property, especially as there are now products such as A-Rated windows.

"These types of windows can lower the loss of thermal heat that leaks through building fabric, thus fulfilling its environmentally friendly role to reassure the consumer, whilst still looking aesthetically pleasing to the eye."



**SITTING PRETTY:** Conservatories are top of potential buyers' wish lists, say agents, with eco-friendly items such as solar panels and wind turbines lagging behind

The results of the survey also indicated luxury additions such as wood-burning stoves and wet rooms are among the top priorities when looking for a new home.

Peter Maskell, managing director of Brock Taylor Estate Agents, added: "These findings clearly show the features that appeal to potential purchasers. People's tastes have become considerably more sophisticated over the last 10 years and buyers now search the marketplace with a specific wish list in mind."



# Check home insurance small print

HOMEOWNERS should talk to an insurance provider before taking out home insurance, in case they are unaware of some clauses which affect the outcomes of deals, say experts.

The British Insurance Brokers' Association (BIBA) says it is concerned that many people are unaware that home insurance policies have differing occupancy clauses, which generally sets a maximum number of days that you are allowed to leave a property empty.

BIBA technical and corporate affairs executive Graeme Trudgill explained that home-

owners need to take advice on what they will be required to do if they intend on exceeding this occupancy clause.

He said: "Lots of people don't get advice. They just go online, find the cheapest thing and click 'buy'."

"BIBA are concerned that people are just buying online without reading the terms."

His comments follow the publication of data earlier this year, suggesting that uninsured victims of burglary face an annual bill of £200 million.



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### New Romney £365,000

The cottage is within walking distance of the high street and retains many period features and a Kent Peg tiled roof. This property must be viewed to fully appreciate all it has to offer.

New Romney Office

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### Dover Guide Price £80,000 to £100,000

Terrace home. Lounge and dining room to the lower ground floor , up to four bedrooms over the first & second floors and a garden to the rear.

Dover Office

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### River Offers Over £190,000

Three bedroom detached family house. Two reception rooms, utility room, kitchen and links via an integral door to the garage and a raised balcony area that leads via steps to the rear garden.

Kearsney Office

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### Folkestone £135,000

Two bedrooms, lounge/diner with doors to the garden, utility area & garden. This property really should be viewed internally, so why not call us today to arrange a time to take a look!

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### Dover Offers in excess of £55,000

One bedroom warden assisted flat. Refitted double shower cubicle. Direct access to communal garden. Communal lounge and parking.

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### Dover £194,950

Three bedroom 1930's semi detached house. Some UPVC double glazing. Two reception rooms. Off road parking.

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Sandgate Guide Price £170,000 to £190,000  
This flat offers two bedrooms, a lounge measuring in excess of 14' and a kitchen with space for a table. Further benefits include no forward chain and sea views.

Folkestone Office

01303 250757



### Dover Offers Over £75,000

One bedroom top floor apartment in popular residential area. Dual aspect lounge, country style fitted kitchen with built-in appliances, well appointed bathroom.

Dover Office

01304 207099



### St Mary's Bay £175,000

Two bedroom semi detached bungalow. Lounge, kitchen, bathroom, sun lounge overlooks the rear garden. Off road parking leadings to garage with up and over door, personal door to side.

New Romney Office

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### Greatstone £210,000

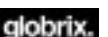
Detached three bedroom bungalow with good size rear garden, double length garage and off road parking for several cars. L shaped lounge/diner. Sun room.

New Romney Office

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# Bairstow Eves

**Dover 01304 201806**  
**Folkestone 01303 259211**

dover@bairstoweves.co.uk

folkestone@bairstoweves.co.uk

**Countrywide**

**DOVER**



**Dover 01304 201806**

**OFFERS IN EXCESS OF £150,000**

Bairstow Eves are delighted to present to the market this Grade II Listed property situated in a central location of Dover town and overlooking a small green maintained by the council.

The property has retained character features including the toilet and the current owner has refurbished the kitchen to reflect the period. Set over three floors and comprising flexible accommodation including a lounge and kitchen to the ground floor with access to the rear garden including a lower patio area and raised plant bed area.

The first floor consists of a spacious bathroom with separate shower room off and bedroom one currently used as a lounge. Stairs lead to the second floor comprising two further double bedrooms.

The property also has sash windows throughout, a central heating system and a parking space to the front.

**CANTERBURY**



**Folkestone 01303 259211**

**£250,000**

In the semi rural setting of Rhodes Minnis we are delighted to be able to offer for sale this well presented two bedroom semi detached bungalow, especially for the keen gardener.

The home is set back from the road with a driveway affording ample parking and a detached garage.

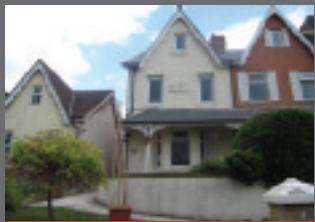
The lounge has doors leading to the front patio with pond and bridge. The dining room is dual aspect with door to rear garden and open plan to kitchen. There are two bedrooms to the rear of the bungalow offering views across open farmland.

The gardens are immaculate to the front and rear of the bungalow and offer patios, mature planting, lawn and vegetable plots with greenhouse and shed.

The property further benefits from oil fired central heating and double glazing throughout.

Call today to secure your viewing.

**DOVER**



**£139,950**

Three bedroom semi detached property in sought after area. Set over three floors. Two receptions. In need of some modernisation. No chain.

**Dover 01304 201806**



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**FOLKESTONE**



**£160,000**

To the ground floor the property offers a separate lounge and dining room as well as a kitchen. Three bedrooms and bathroom.

**Folkestone 01303 259211**



Whitfield



**£250K TO 260K**

Four bedroom detached property. Detached garage with driveway for two cars, a front lawned garden as well as a lawned rear garden with patio area.

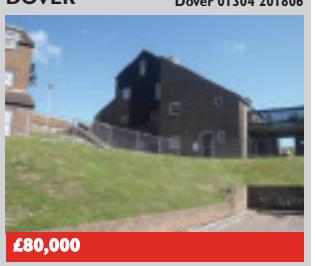
**Dover 01304 201806**



Lounge, kitchen, dining room & study.

**DOVER**

**Dover 01304 201806**



**£80,000**

One Bedroom purpose built flat comprises of Lounge, Kitchen and bathroom. Both the kitchen and bathroom have recently been updated by the current owner.

**DOVER**

**Dover 01304 201806**



**£140,000**

Semi detached house with a fitted modern kitchen and spacious lounge, three beds, bathroom with separate toilet. Part central heating system and double glazing.

**FOLKESTONE**

**Folkestone 01303 259211**



**GUIDE PRICE £100K TO 110K**

Modern top floor flat comprising: entrance hall, fitted kitchen, lounge, two bedrooms and bathroom/WC. There is gas central heating, double glazing and no chain.

**FOLKESTONE**

**Folkestone 01303 259211**



**GUIDE PRICE OF £100,000-£120,000**

NO CHAIN. Private balcony with views over the park! Two double beds 2nd floor flat (with lift). Lounge with door to balcony, kitchen with space for a breakfast table.

**FOLKESTONE**

**Folkestone 01303 259211**



**£140,000**

Spacious 3 bed ground floor apartment. Entrance porch, spacious hallway, lounge/diner with square bay, open plan to kitchen, bathroom and separate toilet.

# RESIDENTIAL LETTINGS

ESTABLISHED SINCE 1989



# RESIDENTIAL LETTINGS

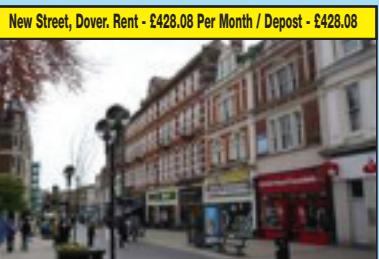
[www.accommshop.co.uk](http://www.accommshop.co.uk)



Western Avenue, Ashford. Rent - £895 Per Month / Deposit - £895  
3 bedroom unfurnished detached house situated in a quite cul-de-sac on the outskirts of Ashford town centre close to schools, bus routes and international train station. This spacious well presented property has been newly decorated throughout. MUST BE WORKING. NO PETS. NO SMOKERS.



Stembrook Court, Dover. Rent - £700 Per Month / Deposit - £700  
3 bedroom 2nd floor furnished apartment in town centre ideally situated for ferry terminal and local amenities. This property comprises of entrance hallway with security entry phone system, 2 double bedrooms and 1 single. THE RENT INCLUDES HEATING & GAS. MUST BE WORKING. NO PETS.



New Street, Dover. Rent - £428.08 Per Month / Deposit - £428.08  
1 bedroom unfurnished 3rd floor apartment in recent Metropole conversion. Situated in the town centre, this property comprises of double bedroom, good size lounge, kitchen, bathroom. HOUSING BENEFIT ACCEPTED WITH GUARANTOR. SORRY, NO PETS OR CHILDREN. AVAILABLE NOW.



Dickson Road, Dover. Rent - £475 Per Month / Deposit - £475  
2 bedroom unfurnished terraced house close to town centre. This property has been recently redecorated throughout and comprises of 2 double size bedrooms, lounge, bathroom, full gas central heating, courtyard and on road parking. HOUSING BENEFIT ACCEPTED WITH A GUARANTOR. AVAILABLE NOW.



Clarendon Street, Dover. Rent - £550 Per Month / Deposit - £550  
3 bedroom unfurnished mid terraced house within easy walking distance of town centre. 3 bedrooms, lounge, dining room, kitchen, fridge and washing machine, bathroom, utility room, on road parking. HOUSING BENEFIT ACCEPTED WITH SUITABLE GUARANTOR. NO PETS. AVAILABLE NOW.



New Street, Dover. Rent - £513.08 Per Month / Deposit - £513.08  
2 Bedroom unfurnished 1st floor apartment close to seafront. This property comprises of entrance hall, 2 double bedrooms, lounge, kitchen, economy 7 electric storage heating and security entry phone system. HOUSING BENEFIT ACCEPTED WITH SUITABLE GUARANTOR. OVER 25'S ONLY.



Percival Terrace, Dover. Rent - £550 Per Month / Deposit - £550  
2 bedroom unfurnished mid terraced house in popular location. This property is set over 3 floors and comprises of entrance hallway, lounge, 2 double bedrooms, kitchen, bathroom, study, storage heating, double glazing, garden and on road parking. WORKING PEOPLE ONLY. NO PETS.



Primrose Road, Dover. Rent - £650 Per Month / Deposit - £650  
Brand new 3 bedroom terraced house within walking distance of town centre, set in new courtyard development. 1 double bedroom and 2 singles, cloakroom, central heating, parking. HOUSING BENEFIT ACCEPTED WITH SUITABLE GUARANTOR. NO PETS. NO SMOKERS. AVAILABLE NOW.

## PROPERTY OF THE WEEK



### Douglas Road, Dover. Rent - £500 Per Month / Deposit - £500

2 bedroom unfurnished mid terraced house close to town centre, local schools and amenities. This property has been newly decorated and comprises of a through lounge/diner, fitted kitchen to include electric hob and oven, bathroom, full gas central heating, partial double glazing, rear garden laid to lawn and on road parking. WORKING PEOPLE ONLY. NO PETS. NON SMOKERS. AVAILABLE NOW.



Cherry Tree Avenue, Dover. Rent - £450 Per Month / Deposit - £450  
2 bedroom 2nd and 3rd floor unfurnished maisonette. This property has been newly carpeted throughout and comprises of 2 double bedrooms, large kitchen/diner, bathroom, good size lounge and full gas central heating. HOUSING BENEFIT ACCEPTED WITH A GUARANTOR. NO PETS. AVAILABLE NOW.



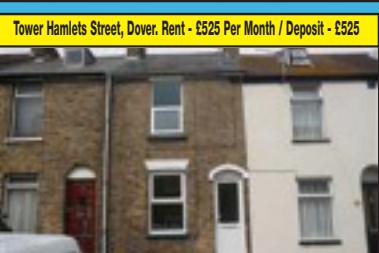
Queens Gardens, Dover. Rent - £600 Per Month / Deposit - £600  
3 bedroom unfurnished maisonette. This property is part of a new development finished to a high standard and comprises of lounge, 3 bedrooms, double glazing and electronic gates to private allocated parking space. MATURE WORKING PEOPLE ONLY. NO PETS. NO SMOKERS. AVAILABLE NOW.



Wyndham Road, Dover. Rent - £450 Per Month / Deposit - £450  
2 bedroom terraced house close to local amenities & town centre. This property has been newly refurbished with new carpets throughout the house. Lounge, 1 double bedroom, 1 single bedroom, full gas central heating. HOUSING BENEFIT ACCEPTED WITH GUARANTOR. NO PETS. AVAILABLE NOW.



Pencester Road, Dover. Rent - £550 Per Month / Deposit - £600  
3 bedroom unfurnished maisonette in good decorative order through-out, full gas central heating, double glazed, large lounge, large main bedroom and 2 single bedrooms, off road parking for 2 cars. HOUSING BENEFIT ACCEPTED WITH A GUARANTOR. SORRY, NO PETS.



Tower Hamlets Street, Dover. Rent - £525 Per Month / Deposit - £525  
2 bedroom unfurnished mid terraced house in popular location. This property has been totally refurbished throughout. Lounge, dining room, brand new fitted kitchen, 2 double bedrooms, bathroom with brand new suite. WORKING PEOPLE ONLY. NO PETS. AVAILABLE NOW.



Worthington Street, Dover. Rent - £425 Per Month / Deposit - £425  
2 bedroom unfurnished 1st floor flat. This well presented property has been newly decorated and new carpets fitted throughout and comprises lounge, 2 double bedrooms, fitted kitchen, bathroom with overhead electric shower and full gas central heating. NO DSS. NO PETS. AVAILABLE SEPTEMBER.

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- SCIENTIFIC AND PHARMACEUTICAL, RESEARCH
- TRANSPORT, LOGISTICS, AVIATION

## Accounts Assistant

A flexible accounts person is required for a varied role within the accounts department of this successful company. Key elements are subcontractor accounting, book-keeping, reconciliations and ad-hoc assignments plus the ability to cover other peoples work when required

Salary negotiable depending on experience.

Monday to Friday 9.00am until 5.30pm.

Please send CV's to Alistair Mackay-Miller, Piper Double Glazing Limited, 140 Newington Road, Ramsgate, Kent CT12 6PP or by e-mail to [ron@piperwindows.co.uk](mailto:ron@piperwindows.co.uk).

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TV One Ltd is a leading UK manufacturer for Audio & Video conversion products for the Pro AV, Broadcast and Live Events markets.

We are looking for 4 candidates to work as part of a growing R&D team located in East Kent, primarily focused on High Definition video conversion systems based around our proprietary CORIO® technology.

### R&D Manager - £49-55K + Benefits

Primarily responsible for the Project, Product and Personnel Management of the R&D Department including Customer liaison for OEM products and bespoke design. Key Skills: Experience in Team Leading/Management of R&D team; Good Project Management skills; Good Systems Design knowledge

### Windows Software Engineer - £39-45K

Primarily responsible for the design and development of Windows & Web based technologies to control our range of video processing products  
Key Skills: Fluent in Visual studio C# / Visual Basic; Experience of designing GUI's with timeline functionality; Web Development

### Hardware Design Engineer - £39-45K

Primarily responsible for Initiating and progressing development of the Schematic & PCB designs from concept to production & compliance with EMC & safety standards  
Key Skills: Experience in Digital & Analogue design, preferably incorporating video technologies; Experience of schematic entry and multilayer PCB design for complete design cycle from concept to production release

### R&D Test Engineer - £29-35K

Primarily responsible for the support of R&D for prototyping & testing of new designs, creation of technical documentation, maintaining quality of product and documentation  
Key Skills: Experience in electronics product testing role (Hardware/Software etc), familiar with quality controls & testing standards, Good communication skills

To apply for any of these positions contact:

Amanda Holges, TV One Ltd. Unit V, Continental Approach, Westwood Industrial Estate, Margate, Kent CT9 4JG Tel: 01843 873300 recruit.europe@tvone.com <http://www.tvone.eu>

### Upchurch River Valley Golf Course Ltd

Young, smart, enthusiastic Chef with City and Guilds 1 and 2 or equivalent, required to work in our busy pool side bar.  
40-45 hours per week over 7 days with possible bonus.

For an application form please contact Martyn Sedge or Sue Capper on 01634 378116/360626



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**RGN and RMN's Full time/Part time/Bank**

Applecroft Care Home LTD are currently seeking enthusiastic and motivated staff for their 75 bedded EMI/Nursing Home in River, Dover.

We are looking for Nurses who have experience of working with elderly residents with Dementia. This is an exciting opportunity to use your nursing skills within a supportive and flexible team environment.

Salary negotiable depending on experience with the opportunity for promotion within the company. The successful applicants must have a valid NMC PIN. For more information please contact Miss Kate Sheppard Home Manager on 01304 821 331 or email [kate@abbeyhealthcare.org.uk](mailto:kate@abbeyhealthcare.org.uk)

### Abbey Court School "WE GROW PEOPLE"

.....a 'special' school and a 'special' place to work.

We are currently looking for...

### TEACHING ASSISTANTS

to join and enhance our large and expanding, high calibre team.

Medway Scale, Grade D2  
£15,039 - £19,126 pro-rata + SEN Allowance (£1,177)

Are you committed, motivated and enthusiastic? Does 'Every Child Matter' to you?  
Can you make a difference? If so, share your talents and expertise with us.

Abbey Court is located on 2 sites; Rainham (Nursery and Primary) and Strood (Secondary and Further Education), and caters for pupils aged 3-19 with Severe Learning Difficulties. Working hours are 32.5 p/w, term time only. Previous experience and/or NNEB (or equivalent) qualifications preferred. Comprehensive training and induction will be provided.

Due to the conditions and complex needs of the pupils at Abbey Court School, continuity and consistency of support is paramount and therefore candidates for all positions will need to commit to the full working hours of the post.

This School is committed to safeguarding and promoting the welfare of children and young people, and expects all staff and volunteers to share this commitment. Any offer of appointment for post is subject to a satisfactory Criminal Record Bureau Disclosure.

For an application pack, please write to/telephone (stating the role for which you are applying):  
Mrs Linda Taylor, Abbey Court School, Redcote Road, Strood, Kent ME2 3SP  
(01634 338236)

Please note CV's will not be accepted. Closing date: 24.9.2010

Ashford's Specialist School for Sport, Information Technology...



...and the rural dimension

### Community Assistant KS5 • Pro-rata - Term time only

We are seeking to appoint an enthusiastic, positive and committed person to join our highly regarded Communities of Learning. This is an important role supporting our Heads of Communities of Learning within our vertical student support system. Applicants must be able to work collaboratively and have some prior experience of working with children or young adults.

The successful applicant will require an enhanced disclosure. Further information about the disclosure scheme can be found at [www.disclosure.gov.uk](http://www.disclosure.gov.uk).

For further information or an application pack please contact the school on 01233 614600 or email [jmanning@north.kent.sch.uk](mailto:jmanning@north.kent.sch.uk)

Closing date for applications: 13th September 2010



[www.north.kent.sch.uk](http://www.north.kent.sch.uk)

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## Career opportunities at MidKent College

MidKent College based in the Medway Towns and Maidstone is seeking to appoint an outstanding individual in the following area:

### Customer Services Supervisor

Ref: P0070

Salary: £18,709 - £21,994 per annum  
Maidstone

An exciting opportunity has arisen for an excellent candidate to supervise, motivate and coordinate the activities of a team, engaged in all Customer Service activities, to enable the Maidstone Campus to meet the College's strategic aims and its day to day responsibility to provide high quality education and training.

The successful candidate will have a customer-focussed approach towards excellence, be confident and self motivated with the ability to work on own initiative demonstrating confidence in decision making. The candidate must also have the ability to plan, prioritise and monitor their own work and the work of the team.

The role will be working closely with the Campus Manager and the Health and Safety Manager to provide a robust service to the College.

A recognised customer service and / or management qualification would be desirable along with basic health and safety training with a commitment to gain an IoSH qualification in "Managing Safely".

A track record of managing teams would be advantageous for this exciting role.

**Closing date: Wednesday 15 September 2010**

MidKent College is working in partnership with RBLI Employment Solutions to support individuals who have a disability or health condition in the application, interview and employment with the college. If you would like any further information regarding RBLI, or require assistance with your application process then please contact RBLI on 0800 783 1144 or visit their website [www.rbli.co.uk](http://www.rbli.co.uk) for information, advice and guidance.

The College is committed to safeguarding and promoting the welfare of children and young people and expects all staff and volunteers to share this commitment. Any offer of employment is subject to a Criminal Records Bureau check in accordance with the College procedure.

Application forms and further details are available from [www.midkent.ac.uk](http://www.midkent.ac.uk). Alternatively, please e-mail [job.applications@midkent.ac.uk](mailto:job.applications@midkent.ac.uk). For individuals without access to e-mail or the internet please call the HR department on 01634 383102 (24 hour answer machine). In all communication with the College please quote the appropriate job title and reference number.

MidKent College is an equal opportunities employer



## Career opportunities at MidKent College

MidKent College based in the Medway Towns and Maidstone is seeking to appoint an outstanding individual in the following area:

### Lecturer in Electrical Installation

Ref: P0357

Salary: £28,463 - £32,251 per annum (dependant on qualifications and experience)  
Maidstone

We are looking to recruit an enthusiastic individual to deliver Electrical Installation to learners studying from level 1 to level 3. The successful candidate will contribute to the development, delivery and teaching of Electrical Installation programmes. The ideal candidate must have a current knowledge and practical experience of the Building Services Industry, have sufficient teaching experience and educated to Level 3 or the equivalent in the relevant field. The successful candidate must have; an Advanced Craft Certificate, including Inspection and testing of Installations and possess either a D32/34 or A & V Awards and hold a recognised teaching qualification or be willing to work towards one. Good IT skills and the ability to work within a team are essential.

**Closing date: 12 noon on Wednesday 15 September 2010.  
Interviews to be held on Monday 20 September 2010.**

MidKent College is working in partnership with RBLI Employment Solutions to support individuals who have a disability or health condition in the application, interview and employment with the college. If you would like any further information regarding RBLI, or require assistance with your application process then please contact RBLI on 0800 783 1144 or visit their website [www.rbli.co.uk](http://www.rbli.co.uk) for information, advice and guidance.

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# The future of local media

Would you like to be a part of an exciting and growing team developing our portfolio across Kent's towns and districts?

## **Media Sales Executives**

We have an opportunity for highly motivated people to create and sell multi-media solutions in our market-leading portfolio of newspapers and magazines.

We're not looking for people to just take orders; we're looking for people who can provide first class solutions for our customers.

We believe good customer service is at the heart of our success and we want to recruit people who can develop excellent business relationships and present effective and innovative ideas that will provide real value and response for our customers.

## **Digital Sales Executives**

You will play the key role in selling advertising and sponsorship across our market-leading portfolio of websites and mobile products.

Candidates will possess a proven track record in media sales, combining excellent communication and presentation skills, a great business acumen, tenacity, and the ability to build positive business relationships. Ultimately, we need an articulate and assured sales person with a structured sales technique, a positive manner and great all-round organisation and IT skills.

## **Other Vacancies**

KOS Media is always interested to hear from people with ideas who would be interested in a career in multi-media, within local or regional markets.

Whatever your skill set and experience is, please do tell us about yourself and send in your CV, with a covering letter, telling us what you have to offer and how you see yourself working at an innovative media company such as KOS Media.

We offer an excellent basic salary plus generous bonus scheme, ongoing training and career development, five weeks' annual leave, contributory pension and life assurance scheme (after qualifying period) and all the benefits of working for a large media organisation.

## **To apply send your CV with covering letter to:**

Jason Pyne, Development Director  
KOS Media, Apple Barn, Hythe Road, Smeeth, Ashford, Kent TN25 6SS.  
Or by email: jason.pyne@kosmedia.co.uk

## **About us**

KOS Media publishes the UK award-winning Kent on Sunday newspaper and a series of free weekly newspapers, magazines and associated websites and mobile products.

The company produces kentnews.co.uk and yourkentTV, an internet-based TV service providing regional and local news, business and sport, plus websites for jobs, property and motors.

KOS Media's newspapers have won more than 10 national awards, including UK Regional Newspaper of the Year, and UK Free Weekly Newspaper of the Year six times.

In June, 2010, media group Archant purchased KOS Media.

## **Archant is the UK's largest independently owned regional media business**

It is a community media company active in the fields of regional newspaper and magazine publishing, contract printing and internet communications. All its titles serve clearly defined communities, based around locations or interest groups.

Archant can trace its roots back more than 160 years and today remains one of the country's largest independent media businesses. As a private company it employs 1,850 people right across England. It has an annual turnover of £142 million.

The newspaper division, Archant Regional, produces four daily regional newspapers and around 60 weekly titles with a combined circulation of 2.25 million copies every week. It is a UK top six regional newspaper publisher. It also publishes many of the group's 180 websites and a number of its magazines.

Archant also owns three magazine companies, which between them produce around 80 magazines.



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12. All correspondence concerning your media messages with KOS Media (Publishing) Ltd must be made in writing to the accounts department within 10 days of publishing.
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## CRICKET

BY DAVID PRITCHARD

## Kent League Division One

Sibton Park 1st XI v Hythe 1st XI

A CRUSHING win over near neighbours Hythe added an extra sweetness to Sibton Park's second successive championship-winning season on Saturday.

The 138-run victory underlined Park's status as the best side in Division One and means they can now look forward to playing Premier Division cricket next season, a year after winning the Division Two title.

With promotion already in the bag, all that remained for Steve Hobbs' side was to pick up the two points they needed to be sure of finishing ahead of second-placed Blackheath.

Hythe, already relegated, offered the perfect opponents on paper and after winning the toss Park set about finishing the campaign on a high. Tim Bishop and Andy Allon put on 84 for the first wicket, with the former going on to make 82 before he was run out by Andrew Maurice.

Tom Payne (55 not out) and Ben Allon (43) picked up the mantle after Bishop's departure, propelling the home side to 242 for 4. Lochan Blunden was the pick of Hythe's bowlers, taking 3 for 32.

The visitors' two wins in the league this season had come from chasing down scores, but any hope they could finish the campaign with a flourish was dented almost immediately.

Opener Christopher Maurice became the first of Steven Rowe's four victims, departing with just four runs on the board. Jon Smith and Leon Morgan quickly followed and from then on it was only a matter of time.

Hythe were all out for 104 in the 32nd over, allowing Park more time to celebrate another superb season.

# Park ease past Hythe to secure league title



**TITLE WINNERS:** Sibton Park's batsmen set up an easy victory against Hythe to seal promotion to the Premier Division

## SCORE CARD

## Sibton Park 1st XI

	Runs
Tim Bishop	82
Andy Allon	20
Tom Payne	55
Ben Allon	43
Steve Hickmott	10
Steve Hobbs	20
Daniel Lodge	not out
Steven Rowe	did not bat
Martin Wren	did not bat
Sam Newman	did not bat
Tim Smith	did not bat
Extras (6lb 4lb 2w)	12
Total (4 wickets, 50 overs)	242

Bowlers	O	M	R	W
Jamie Hemphrey	10	1	64	0
Andrew Maurice	7	0	43	0
Jago Pearson	13	3	59	0
Lochan Blunden	15	4	32	3
James Watson	5	1	34	0

## Hythe 1st XI

Runs
Christopher Maurice b Rowe
Jon Smith ct Allon b Rowe
Leon Morgan ct Hobbs b Rowe
Lochan Blunden lbw b Newman
James Watson ct Allon b Smith
Tim Pichowski lbw b Smith
Oliver Morgan b Newman
Sam Butler ct Hobbs b Allon
Jago Pearson b Rowe
Andrew Maurice lbw b Allon
Jamie Hemphrey not out

Extras (9lb 2w)	11
Total (all out, 31.1 overs)	104

Bowlers	O	M	R	W
Steven Rowe	9	3	29	4
Tim Smith	13	4	39	2
Sam Newman	7	1	25	2
Andy Allon	21	1	2	2

## LOCAL CRICKET ROUND-UP

## KENT LEAGUE DIVISION ONE

Blackheath 1st XI v Folkestone 1st XI

A MASSIVE opening partnership was critical as Folkestone lost their final game of the season at Blackheath by 60 runs.

The key part of the match came right at the start, as Blackheath's openers piled on the runs. Zobie Sharif (82) and Chris Willetts (81) put on 152 for the first wicket, which gave the home side a great platform to go on and reach 275 for 6.

Stuart Graham and Nathan Smith hit half-centuries in reply, but Folkestone paid for a lack of runs elsewhere at the top of the order.

## Blackheath 1st XI

	Runs
Zobie Sharif	82
Chris Willetts	81
Alex Senn	44
Jack Ford	15
Stuart Fern	5
Ruel Brathwaite	4
Jahid Ahmed	11
Richard Woods	2
Matt Shepherd	did not bat
James Hands	did not bat
Iftilchar Ahmed	did not bat
Extras	(1lb 15lb 8w 7nb) 31
Total	(6 wickets, 50 overs) 275

## Bowlers

	O	M	R	W
Michael James	13	3	44	2
Dan Matcham	6	0	43	0
Ryan Hall	3	0	24	0
Andy Bray	8	1	41	3
Nathan Smith	11	0	60	0
Stuart Graham	9	0	47	1

## Folkestone 1st XI

	Runs
James Dawes	0
Stuart Graham	53
Joshua Bryen	2
Nick Graham	0
David Miles	10
Nathan Smith	50
Andy Bray	45
Nathan Ingleston	11
Michael James	5
Dan Matcham	0
Ryan Hall	21
Extras	(4b 3lb 3w 8nb) 18
Total	(all out, 48.2 overs) 215

## Bowlers

	O	M	R	W
Jahid Ahmed	7	2	22	1
Ruel Brathwaite	14.2	2	80	5
Richard Woods	10	1	41	0
Iftilchar Ahmed	4	0	20	0
James Hands	6	2	18	2
Chris Willetts	7	1	27	2

## KENT LEAGUE DIVISION ONE

Sandwich Town 1st XI v Canterbury 1st XI

VISHAL Singh broke the 1,000 run barrier to finish as the Kent League's top run scorer as Sandwich finished the season with a three-wicket victory against Canterbury.

The visitors were indebted to Paul Steer for getting them to a competitive total. The number three made 142, scoring almost three-quarters of the visitors' 200 for 7.

Sandwich made a slow start, but roared back thanks in part to Singh. His 79 not out provided the spine to their reply and he was still at the crease as the hosts brought up victory with an over to spare.

## Canterbury 1st XI

	Runs
Neil Kimberley	0
Luke Samarasinghe	0
Paul Steer	142
Stuart Sinclair	2
Simon Smith	38
Mike Eales	3
Ryan Minter	4
Stuart Drakeley	0
Josh Staunton	not out
Ben Cooper	not out
Tim Wren	not out
Extras	(3lb 6w) 9
Total	(7 wickets, 50 overs) 200

## Bowlers

	O	M	R	W
Craig Spanton	10	1	57	2
Tom Chapman	7	1	30	1
Matthew van Poppel	11	1	38	0
Alan Amos	15	3	49	1
Robert Goatham	7	0	23	2

## Sandwich Town 1st XI

	Runs
Craig Snell	10
David Scoggs	1
Robert Goatham	41
Vishal Singh	79
Oliver Robinson	30
Stuart Smith	1
Tom Chapman	30
Cavin Lawrence	2
Craig Spanton	1
Alan Amos	not out
Matthew van Poppel	not out
Extras	(9lb) 9
Total	(7 wickets, 49 overs) 204

## Bowlers

	O	M	R	W
Ryan Minter	11	1	31	3
Tim Wren	15	3	39	2
Ben Cooper	8	2	37	1
Stuart Drakeley	7	0	40	0
Luke Samarasinghe	8.2	0	48	1

## KENT LEAGUE DIVISION FOUR

Betteshanger Colliery Welfare 1st XI v Bexleyheath 1st XI

THE SEASON ended on a low note for Betteshanger Colliery Welfare as a poor batting display saw them slip to an 88-run defeat at home to Bexleyheath.

The hosts will have fancied their chances at the halfway stage, with Bexleyheath all out for 200. Jamie Towe (4 for 68) and Andrew McNicolas (3 for 32) did most of the damage, but it could have been much worse for the visitors, who were rescued by 63 from Chris Hobbs.

Betteshanger's reply lacked a talisman and they slumped from being well in the game at 73 for 3 to 112 all out.

## Bexleyheath 1st XI

	Runs
Russell Allen	8
Ravi Patel	37
Raj Patel	10
Tom Castleton	2
Pat Heath	6
Chris Hobbs	63
Clinton Johnson	15
Richard Howes	16
Phillip Bone	3
Grantleigh Burnham	14
Carlise Burnham	0
Extras	(8b 5lb 10w 3nb) 26
Total	(all out, 49 overs) 200

## Bowlers

	O	M	R	W
Andrew McNicolas	13	4	32	3
Jamie Towe	15	2	68	4
Edward Dadd	4	0	22	0
Marlin Jones	8	0	37	1
Michael McNicolas	9	1	28	1

## Betteshanger Colliery Welfare 1st XI

	Runs
Clive Towe	11
Chris Carton	4
Jamie Towe	28
Steven King	0
Edward Dadd	10
Joe Aird	3
Michael McNicolas	12
Joffy Towe	5
Clinton Johnson	13
Martin Jones	4
Tom Bird	0
Extras	(11b 3lb 5w 3nb) 22
Total	(all out, 37.4 overs) 112

## Bowlers

	O	M	R	W
Grantleigh Burnham				

# Toughen up on the home front, urges Whites boss

## FOOTBALL

■ BY DAVID PRITCHARD

### Dover Athletic 0



### Eastleigh 1

Slabber 42

A FIRST defeat of the season for Dover Athletic has forced manager Martin Hayes to call for his side to raise their game and be ruthless in front of goal.

Eastleigh became the latest team to stifle the Whites so far this season, inflicting a rare defeat thanks to Jamie Slabber's well-taken goal three minutes before half-time.

While Dover have been impressive on the road, winning three out of three, they have won once in four games at Crabble as the visitors increasingly come with a game plan to frustrate.

Hayes said: "A couple of sides have done that to us at home already. Eastleigh are a good experienced side, but teams like Welling and Staines [who have both got draws at Crabble this season] are probably going to come and give Dover more respect than last year. We're not new boys anymore, we have to accept that and raise our game."



**CHANCES:** Adam Birchall (in white) came close to getting Dover on the board in Saturday's defeat against Eastleigh

"Sides will come and sit back, that's maybe why we have found it easier away from home this season. It all comes down to putting the ball in the net. Eastleigh took one out of two chances, we had four or five, but didn't take them. It's something we've got to keep working on in training."

Hayes made three changes from the side which started the Bank Holiday Monday win against Thurrock. Two were enforced, with Luke I'Anson coming into central midfield for the suspended Joe Tabiri, while a pulled quad muscle in training on Friday ruled out Harry Crawford, so Elliott Charles started up front. The final change saw Nicky Nicolau preferred to Kane Rice.

### Dover Athletic starting XI



Subs used: Rice (Baker 69), Hunt (Charles 69)

The visitors enjoyed a bright start without testing Ross Flitney and against the run of play Dover had the first clear sight of goal. Matt Fish's through ball found Adam Birchall, who cut the ball back for Charles, but the chance was snuffed out as the striker delayed his shot.

Birchall also fired over in the first-half, but the Whites trailed at the break to Slabber's 43rd-minute effort. Receiving the ball with his back to goal he flicked it over his marker, swivelling to volley into the corner.

Rob Gillman made an outstanding block to prevent a second goal shortly after the resumption and from then on Dover were the better side. Birchall was twice denied by Gareth Barfoot, but the Eastleigh goalkeeper saved his best for Ben Hunt, tipping the substitute's effort on to the post late on.

Despite the defeat, Dover remained well placed in the top four. They visit second-placed Braintree Town on Saturday looking to preserve their 100 per cent away record.

## FOOTBALL



**CONSOLATION:** Invicta's Darren Smith scored on Saturday

### FA Cup respite for luckless Invicta

#### Lowestoft Town 4 Folkestone Invicta 1

THE FA Cup will offer Folkestone Invicta some respite this weekend after their tough start to the season continued at Lowestoft Town on Saturday.

A Darren Smith goal in the first-half was the highlight from another difficult afternoon for the Seasiders, as they came up against another of the division's fancied sides.

It did not get any easier last night when unbeaten Kingstonian were the visitors to Cheriton Road, but Invicta can at least put league concerns to one side this Saturday. They host Horsham, the only side below them in the Ryman Premier before last night's games.

Invicta boss Neil Cugley admitted to feeling slightly underwhelmed by the opposition, who he thinks are in a false position in the table.

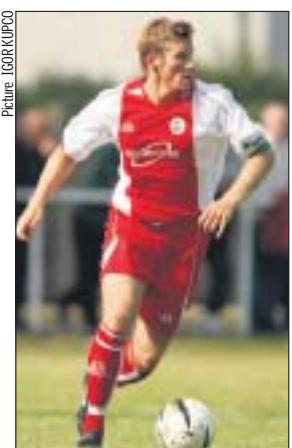
He said: "It's a shame when you have someone in your own league, the draw of the FA Cup is playing against teams from other areas who you wouldn't normally come up against. Horsham probably feel the same as us. I think they will be shocked if they go down, I expect them to climb the table."

After romping to the Ryman North title last season, the Trawlers have high hopes for this season and are the best supported side in the division, with 831 attending on Saturday.

Lowestoft raced into a 2-0 lead before Smith gave the visitors hope by pulling a goal back before the break. Taking a corner short, the midfielder received the ball and his delivery beat everyone and found its way into the net.

Paul Jones missed a good chance to equalise, but Lowestoft went on to claim a deserved three points with two goals in the last 20 minutes, the latter going in off Liam Friend.

Log on to [www.yourshepway.co.uk](http://www.yourshepway.co.uk) for the details from last night's game against Kingstonian.



**EQUALISER:** Hythe Town's Dave Cook

## Town fight back to secure point

### FOOTBALL

#### Hythe Town 2 Herne Bay 2 Deal Town 0 Crawley Town 4

HYTHE Town came from two goals down to share the spoils with Herne Bay on Saturday as Brendon Cass continued his impressive scoring streak.

The meeting of the two Kent League title rivals attracted 318 to Reachfields and they watched a typically committed display between the sides.

Bay got away to a flier and were 2-0 up inside 18 minutes. Steve Hanson headed in the first at a corner and Dan Lawrence doubled the advantage with a stunning strike from 25 yards.

Significantly Hythe hit back within a minute. Craig Thompson laid off for Cass, who fired into the corner to get on the score-sheet for the fifth successive game.

The home side went on to be the better side, with Bay goalkeeper Steve Northwood far busier than Kieron Mann at the other end. Hythe's pressure finally paid off

midway through the second-half when Pat Kingwell's free-kick was met by Dave Cook, whose header beat Northwood.

Neither side could find a winner, but Bay were reduced to ten men in the dying seconds when Aaron Firth received a straight red card for an alleged elbow on Cook. Next up for Hythe is an FA Cup tie at home to Epsom & Ewell on Saturday.

Elsewhere, Deal Town crashed out of the FA Vase at the first hurdle, losing 4-0 at home to Crawley Down. They host Fisher in the league on Saturday.

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